

For Office Use Only

# ENTREPRENEURIAL STUDY



The University of Michigan  
Survey Research Center  
Institute for Social Research  
Ann Arbor, MI 48106

## FIRST INTERVIEW

1. Coversheet ID #'s:

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10. INTERVIEWER CHECKPOINT:

<u>COMPLETE:</u>	
<input type="checkbox"/>	1. IW COMPLETED WITH <u>NO</u> INTERRUPTION REQUIRING CALLBACK
<input type="checkbox"/>	2. IW COMPLETED WITH ONE OR MORE INTERRUPTIONS REQUIRING CALLBACK

3. Interviewer's ID No. \_\_\_\_\_

4. Date IW Began \_\_\_\_\_

5. Date IW Completed \_\_\_\_\_

6. Length of IW \_\_\_\_\_ (Minutes)

7. Length of Edit \_\_\_\_\_ (Minutes)

8. Supervisor's ID No. \_\_\_\_\_

9. Coders' ID No. \_\_\_\_\_

THE FOLLOWING STATEMENT MUST BE READ TO ALL RESPONDENTS:

This interview is confidential and completely voluntary--if we should come to any Cession that you don't want to answer, just let me know and we'll go on to the next Cession.

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Q99. We understand that you may now be involved in a business start-up and we would like to ask some questions about this effort. We just have a few questions to find out if your business is eligible for our study. First, how many business start-ups are you currently involved in?

- 0. ZERO  
GO TO Q102
- 1. ONE  
GO TO Q100
- \_\_\_\_\_ NUMBER
- 98. DON'T KNOW  
GO TO Q100

Q99a. For this study, we need to focus on the MOST RECENT of these business start-ups. (If all start-ups are exactly the same age, please pick the one you consider to be the most important.)

Q100. Has the new business received any money, income, or fees from the sale of goods or services?

- 1. YES
- 2. NO  
GO TO Q100n
- 8. DON'T KNOW  
GO TO Q100n

Q100b. Does the monthly revenue now exceed the monthly expenses?

- 1. YES
- 2. NO  
GO TO Q100n
- 8. DON'T KNOW  
GO TO Q100n

Q100c. Are salaries for the managers who are also owners included in the computation of monthly expenses?

- 1. YES
- 2. NO  
GO TO Q100n
- 3. PARTIAL SALARY
- 8. DON'T KNOW  
GO TO Q100n

Q100d. In what year did this first occur (salaries for the managers who are also owners were first included in the computation of monthly expenses)?

- YEAR (4 digits): \_\_\_\_\_
- 9998. DON'T KNOW  
GO TO Q102b

Q100e. And in what month were salaries for the managers who are also owners first included in the computation of monthly expenses?

- MONTH/SEASON: \_\_\_\_\_
- 98. DON'T KNOW  
GO TO Q102b

# 2

Q100n. You are important to the study and upon completion of this interview, we will send you a check for \$25. May we begin now with the interview?

1. YES	2. NO, NEED TO CALL BACK	9. REFUSED
GO TO Q101	GO TO END	GO TO END

Q101. First, is this business start-up effort on your own, as part of your current job for an employer, or as a mixture of both?

1. START-UP ON OWN	2. START-UP FOR EMPLOYER	3. MIXTURE OF BOTH	8. DON'T KNOW
GO TO Q103	GO TO Q103	GO TO Q103	

Q102. Perhaps there is some confusion. Are you making any effort, by yourself or as part of a team, to put any type of new business in place

(This could be something you might work on in your spare time, or a complicated effort that might involve a start-up team, substantial financial support, and a number of employees.)?

1. YES	2. NO	8. DON'T KNOW (EXPLAIN: _____)
	GO TO Q102b	GO TO END

Q102b. Thank you very much for your time, but for this study we are only interviewing people who are in the process of starting a new business.

As we mentioned earlier, we would like to send you a check for \$5 for your time. To do this, we need your name and mailing address.

(\*\*WE MUST HAVE FULL NAME FOR CHECK -- CANNOT BE SENT TO "RESIDENT"\*\*)

Q102c. May I have your name and address?

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Q102d. Thank you again for your time.

Q103. What kind of business are you starting?

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Q104. Why do you want to start this business?

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Q105. What is the name of this new business - that is, what do you call it when you talk with others about it?

NAME OF BUSINESS: _____	6. NOT NAMED	8. DON'T KNOW
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Q106. Why do you expect the new business to be successful?

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Q107. What major problems have you had in starting this business?

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# 4

Q107a. What other major problems starting this business do you expect in the future?

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Q108. If you were NOT starting this business, what would you be doing with your time and money?

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Q109. I will read a list of things people sometimes do when starting a business. Please tell me if YOU have done any of the following. First, did you spend a lot of time thinking about starting the new business, or did the idea suddenly occur?

1. SPENT A LOT TIME THINKING	2. IDEA SUDDENLY OCCURRED	7. OTHER (SPECIFY: _____)	8. DON'T KNOW
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GO TO Q111

Q110. In what year did you start to think about this new business?

YEAR (4 digits): _____	9998. DON'T KNOW
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GO TO Q111

Q110a. And in what month (did you start to think about this new business)?

MONTH/SEASON: _____	98. DON'T KNOW
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Q111. A business plan usually outlines the markets to be served, the products or services to be provided, the resources required -- including money -- and the **expected growth and profit for the new business**. Has a business plan been prepared for this start-up?

1. YES	2. NO	8. DON'T KNOW
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GO TO Q113

Q112. Has preparing a business plan not yet been done, or is it not relevant to this business?

1. NOT YET DONE

GO TO Q116

2. NOT RELEVANT TO  
THIS BUSINESS

GO TO Q116

8. DON'T KNOW

GO TO Q116

Q113. Is the business plan in process or completed?

1. IN PROCESS

2. COMPLETED

8. DON'T KNOW

Q114. What is the current form of your business plan -- unwritten or in your head, informally written, formally prepared, or something else?

1. UNWRITTEN/  
IN HEAD

2. INFORMALLY  
WRITTEN

3. FORMALLY  
PREPARED

7. SOMETHING  
ELSE (SPECIFY:  
\_\_\_\_\_)

8. DON'T  
KNOW

Q115. In what year did work on the business plan begin?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q116

Q115a. And in what month did work on the business plan begin?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q116. Has a start-up team been organized?

(A start-up team is more than one person that helps to put the firm in place, expecting to share ownership. If both married partners own and operate a business, that is a start-up team.)

1. YES

GO TO Q118

2. NO

8. DON'T KNOW

# 6

Q117. Will a start-up team be organized, or is it not relevant to this business?

(Start-up teams are those active in management and operating the business. Owners that are not managers are not part of the start-up team.)

1. TEAM WILL  
BE ORGANIZED

2. NOT RELEVANT  
TO THIS BUSINESS

8. DON'T KNOW

GO TO Q120

Q118. Is organizing a start-up team in process or completed?

1. IN PROCESS

2. COMPLETED

8. DON'T KNOW

Q119. In what year did organizing a start-up team begin?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q120

Q119a. And in what month did organizing a start-up team begin?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q120. At what stage of development is the product or service this start-up will be selling: 1) Completed and ready for sale or delivery; 2) A prototype or procedure has been tested with customers; 3) A model or procedure is being developed; or 4) Still in the idea stage?

1. COMPLETED AND READY  
FOR SALE OR DELIVERY

2. PROTOTYPE/PROCEDURE  
TESTED WITH CUSTOMERS

3. MODEL/PROCEDURE IS  
BEING DEVELOPED

4. STILL IN THE IDEA STAGE

GO TO Q122

0. NO WORK HAS BEEN  
DONE ON A PRODUCT  
OR SERVICE (VOL)

8. DON'T KNOW

GO TO Q122

GO TO Q122



Q121. In what year did developing the model or procedures begin (for the product or service this start-up will be selling)?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q122

Q121a. And in what month (did developing the model or procedures for the product or service this start-up will be selling begin)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q122. Have marketing or promotional efforts been started (for the product or service this start-up will be selling)?

1. YES

2. NO

8. DON'T KNOW

GO TO Q124

GO TO Q124

Q123. In what year did marketing or promotion begin (for the product or service this start-up will be selling)?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q124

Q123a. And in what month (did marketing or promotion begin for the product or service this start-up will be selling)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q124. Has an application for a patent, copyright, or trademark relevant to this new business been submitted?

1. YES

2. NO

8. DON'T KNOW

GO TO Q126

Q125. Will a patent, copyright, or trademark application related to this business be submitted, or is it not relevant?

1. WILL BE SUBMITTED

2. NOT RELEVANT

8. DON'T KNOW

GO TO Q127

GO TO Q128

GO TO Q128

Q126. Has the patent, copyright, or trademark been granted or is it in the process?

1. GRANTED (COMPLETED)

2. IN PROCESS

8. DON'T KNOW

Q127. In what year did preparation of an application for a patent, copyright, or trademark begin?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q128

Q127a. And in what month (did preparation of an application for a patent, copyright, or trademark begin)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q128. Have any raw materials, inventory, supplies, or components for the start-up been purchased?

1. YES

2. NO

8. DON'T KNOW

GO TO Q130

GO TO Q131

Q129. Will any raw materials, inventory, supplies, or components be purchased, or is this not relevant?

1. INTEND TO PURCHASE

2. NOT RELEVANT

8. DON'T KNOW

GO TO Q131

Q130. In what year did these purchases begin (raw materials, inventory, supplies, or components)?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q131

Q130a. And in what month (did purchases of raw materials, inventory, supplies, or components begin)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q131. Have any major items like equipment, facilities, or property been purchased, leased, or rented for the new start-up?

("MAJOR" = ANY ITEM WITH A RETAIL VALUE OR SALE VALUE OF \$1,000 OR MORE)

(THIS COULD BE PHYSICAL SPACE OR INTERNET SPACE, LIKE A WEBSITE)

1. YES

GO TO Q133

2. NO

8. DON'T KNOW

GO TO Q133

Q132. Will there be a purchase, lease, or rent of any major items like equipment, facilities, or property, or is this not relevant?

("MAJOR" = ANY ITEM WITH A RETAIL VALUE OR SALE VALUE OF \$1,000 OR MORE)

(THIS COULD BE PHYSICAL SPACE OR INTERNET SPACE, LIKE A WEBSITE)

1. WILL BE A PURCHASE,  
LEASE OR RENT

2. NOT RELEVANT

8. DON'T KNOW

GO TO Q134

Q133. In what year did purchases, leases, or rental agreements begin?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q134

Q133a. And in what month (did purchases, leases, or rental agreements begin)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q134. Has an effort been made to define the market opportunities by talking with potential customers or getting information about the competition?

(IF R HAS BEGUN PROCESS, ENTER 1 FOR "YES")

1. YES

GO TO Q136

2. NO

8. DON'T KNOW

GO TO Q137

Q135. Will an effort be made to define the market opportunities, or is this not relevant?

1. EFFORT WILL BE MADE  
TO DEFINE OPPORTUNITIES

2. NOT RELEVANT

8. DON'T KNOW

**GO TO Q137**

Q136. In what year did defining the market opportunities begin?

(REVENUES ARE ANY SALES OR INCOME TO A BUSINESS. IT IS NOT THE SAME AS PROFIT, WHICH IS WHAT IS LEFT OVER AFTER EXPENSES ARE DEDUCTED FROM SALES OR INCOME.)

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

**GO TO Q137**

Q136a. And in what month (did defining the market opportunities begin)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q137. Have projected financial statements, such as income and cash flow statements or break-even analysis, been developed?

1. YES

2. NO

8. DON'T KNOW

**GO TO Q139**

**GO TO Q139**

Q138. In what year did financial projections begin?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

**GO TO Q139**

Q138a. And in what month (did financial projections begin)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q139. Are you now saving money to invest in this business?

1. YES

2. NO

8. DON'T KNOW

GO TO Q141

GO TO Q141

Q140. Have you finished saving money to invest in the new firm, or is that still in process?

1. FINISHED SAVING MONEY

2. STILL IN PROCESS

8. DON'T KNOW

GO TO Q142

Q141. Do you intend to start saving money to invest in the firm, have you finished saving money to invest, or do you consider it not relevant in this case?

1. INTEND TO  
START SAVING

2. FINISHED  
SAVING

3. NOT RELEVANT  
IN THIS CASE

8. DON'T KNOW

GO TO Q143

Q142. In what year did you begin savings to invest in this business?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q143

Q142a. And in what month (did you begin savings to invest in this business)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q143. Have you invested any of your own money in this business?

1. YES

2. NO

8. DON'T KNOW

GO TO Q145

GO TO Q145

# 12

Q144. In what year did you begin investing your own money in this start-up?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q145

Q144a. And in what month (did you begin investing your own money in this start-up)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q145. Have financial institutions or other people been asked for funds?

1. YES

2. NO

8. DON'T KNOW

GO TO Q147

GO TO Q147

Q146. Is asking others or institutions for funds completed or still in process?

1. COMPLETED

2. STILL IN PROCESS

8. DON'T KNOW

GO TO Q148

Q147. Will others or financial institutions be asked for funds, or is this not relevant for this start-up?

1. OTHERS WILL  
BE ASKED

2. NOT RELEVANT FOR  
THIS START-UP

8. DON'T KNOW

GO TO Q149

Q148. In what year did seeking funds for the new business begin?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q149

Q148a. And in what month (did seeking funds for the new business begin)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q149. Has credit with a supplier been established?

1. YES	2. NO	3. NOT RELEVANT (IF VOLUNTEERED)	8. DON'T KNOW
	GO TO Q151	GO TO Q151	GO TO Q151

Q150. In what year was supplier credit first established?

YEAR (4 digits): _____	9998. DON'T KNOW
	GO TO Q151

Q150a. And in what month (was supplier credit first established)?

MONTH/SEASON: _____	98. DON'T KNOW
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Q151. Have you arranged child care or household help to allow yourself time to work on the business, either formally or informally with friends and relatives?

1. YES	2. NO	8. DON'T KNOW
	GO TO Q153	GO TO Q153

Q152. In what year did you first arrange this help (child care or household help, either formal or informal)?

YEAR (4 digits): _____	9998. DON'T KNOW
	GO TO Q153

Q152a. And in what month (did you first arrange child care or household help, either formal or informal)?

MONTH/SEASON: _____	98. DON'T KNOW
---------------------	----------------

Q153. Have you begun to devote full time to the business - 35 or more hours per week?

1. YES	2. NO	8. DON'T KNOW
	GO TO Q155	GO TO Q155

Q154. In what year did you begin devoting full time to the business?

[NOTE: FULL TIME IS 35 OR MORE HOURS PER WEEK]

YEAR (4 digits): _____	9998. DON'T KNOW
	GO TO Q155

Q154a. And in what month (did you begin devoting full time [35 or more hours] to the business)?

MONTH/SEASON: _____	98. DON'T KNOW
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Q155. Have any employees or managers been hired for pay - workers that would NOT share ownership?

1. YES	2. NO	8. DON'T KNOW
GO TO Q157		GO TO Q160

Q156. Will any employees or managers be hired for pay, or are they not relevant for this business?

1. EMPLOYEES OR MANAGERS WILL BE HIRED FOR PAY	2. NOT RELEVANT FOR THIS BUSINESS	8. DON'T KNOW
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GO TO Q160

Q157. In what year was the first person hired?

YEAR (4 digits): _____	9998. DON'T KNOW
	GO TO Q160

Q157a. And in what month (was the first person hired)?

MONTH/SEASON: _____	98. DON'T KNOW
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Q158. How many managers or employees work full time for this new business - 35 or more hours per week?

NUMBER OF PEOPLE: \_\_\_\_\_

8. DON'T KNOW

Q159. How many managers or employees work part-time for this new business - less than 35 hours per week?

NUMBER OF PEOPLE: \_\_\_\_\_

8. DON'T KNOW

Q160. Has a bank account been opened exclusively for this new business?

1. YES

2. NO

3. USING AN EXISTING COMMERCIAL  
ACCOUNT (IF VOLUNTEERED)

8. DON'T KNOW

GO TO Q162

GO TO Q162

Q161. In what year did you first open or begin to use a commercial bank account for the new business?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q162

Q161a. And in what month (did you first open or begin to use a commercial bank account for the new business)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q162. Has the new business received any money, income, or fees from the sale of goods or services?

1. YES

2. NO

8. DON'T KNOW

GO TO Q167

GO TO Q167

Q162a. In what year was the first income received (from the sale of goods or services)?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q163

# 16

Q162b. And in what month (was the first income received)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q163. Does the monthly revenue now exceed the monthly expenses?

1. YES

2. NO

8. DON'T KNOW

GO TO Q167

GO TO Q167

Q164. In what year did this first happen (monthly revenue first exceeded the monthly expenses)?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q165

Q164a. And in what month (did monthly revenue first exceed the monthly expenses)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q165. Are salaries for the managers who are also owners included in the computation of monthly expenses?

1. YES

2. NO

3. PARTIAL SALARY  
(IF VOLUNTEERED)

8. DON'T KNOW

GO TO Q167

GO TO Q167

Q166. In what year did this first occur (monthly revenue first exceeded the monthly expenses)?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q167

Q166a. And in what month (did monthly revenue first exceed the monthly expenses)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q167. Have you taken any classes or workshops on starting a business?

1. YES

2. NO

8. DON'T KNOW

GO TO Q171

GO TO Q171

Q168. How many different courses, classes, workshops, or seminars have you taken on starting a business?

0. NONE

NUMBER OF CLASSES: \_\_\_\_\_

8. DON'T KNOW

GO TO Q171

GO TO Q171

Q169. Considering all the different courses, classes, seminars, or workshops you have taken on starting a business, how many TOTAL hours have you spend on (this/these) (class/classes)?

[NOTE: ONE WEEK FULL TIME = 40 HOURS  
ONE MONTH FULL TIME = 173 HOURS  
ONE YEAR FULL TIME = 2,080 HOURS]

NUMBER OF HOURS: \_\_\_\_\_

9998. DON'T KNOW

Q170. In what year did you begin the first class or workshop (on starting a business)?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q171

Q170a. And in what month (did you begin the first class or workshop on starting a business)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q171. Does the new business have its own listing in the phone book?  
[NOTE: IF NO PHONE LISTING BECAUSE IT IS ONLY AN INTERNET BUSINESS, ANSWER "YES".]

1. YES

2. NO

3. SHARE EXISTING BUSINESS  
LISTING (IF VOLUNTEERED)

8. DON'T KNOW

GO TO Q175

GO TO Q173

GO TO Q173

Q172. In what year did it get its own listing (the new business, in the phone book)?

YEAR (4 digits): _____	9998. DON'T KNOW
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**GO TO Q173**

Q172a. And in what month (did the business get its own listing in the phone book)?

MONTH/SEASON: _____	98. DON'T KNOW
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Q173. Does the business have its own phone line, or is it shared with another business or household?

[NOTE: IF NO PHONE LINE BECAUSE IT'S ONLY AN INTERNET BUSINESS, MARK OPTION 4]

1. SEPARATE LINE	2. SHARED WITH ANOTHER BUSINESS	3. SHARED WITH HOUSEHOLD	4. WEBSITE ADDRESS ONLY (IF VOL.)	8. DON'T KNOW
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**GO TO Q175      GO TO Q175      GO TO Q175      GO TO Q175**

Q174. In what year was a separate phone line for the new business installed?

YEAR (4 digits): _____	9998. DON'T KNOW
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**GO TO Q175**

Q174a. And in what month (was a separate line installed for the new business)?

MONTH/SEASON: _____	98. DON'T KNOW
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Q175. Has the new business paid any state unemployment insurance taxes?

1. YES	2. NO	8. DON'T KNOW
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**GO TO Q177      GO TO Q177**

Q176. In what year were the first unemployment taxes paid?

YEAR (4 digits): _____	9998. DON'T KNOW
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**GO TO Q177**

Q176a. And in what month (were the first unemployment taxes paid)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q177. Has the new business paid any federal social security taxes (FICA payments)?

1. YES

2. NO

8. DON'T KNOW

GO TO Q179

GO TO Q179

Q178. In what year were the first social security taxes paid (FICA payments)?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q179

Q178a. And in what month (were the first social security taxes [FICA payments] paid)?

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q179. Has the new business filed a federal income tax return?

1. YES

2. NO

8. DON'T KNOW

GO TO Q181

GO TO Q181

Q180. For which calendar year was the first federal return filed (federal income tax return)?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q182

Q181. To your knowledge, is the new business listed with Dun and Bradstreet, the credit rating firm?

1. YES

2. NO

8. DON'T KNOW

GO TO Q183

GO TO Q183

Q182. In what year was it first listed with Dun and Bradstreet (the new business)?

YEAR (4 digits): _____	9998. DON'T KNOW
<b>GO TO Q183</b>	

Q182a. And what month (was the new business first listed with Dun and Bradstreet)?

MONTH/SEASON: _____	98. DON'T KNOW
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Q183. What will be the major product or service of this new business?

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Q184. Would you consider this new business to be in retail; a restaurant, tavern, bar, or nightclub; customer or consumer services, such as a repair shop, motel, or rental agency; health, education, or social services; or something else?

1. RETAIL	2. RESTAURANT, TAVERN, BAR, OR NIGHTCLUB	3. CUSTOMER OR CONSUMER SERVICES	4. HEALTH, EDUCATION, OR SOCIAL SERVICES	5. SOMETHING ELSE	8. DON'T KNOW
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<b>GO TO Q189</b>					

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Q185. Would you consider this new business to be in manufacturing, construction, agriculture, mining, or something else?

1. MANUFACTURING	2. CONSTRUCTION	3. AGRICULTURE	4. MINING (OR SERVICES TO MINING FIRMS)	5. SOME- THING ELSE	8. DON'T KNOW
----- ----- -----				-----	
<b>GO TO Q189</b>				<b>GO TO Q186</b>	

Q185a. Would you say it is making a product that is durable -- designed to last over three years, or non-durable -- designed to last less than three years?

1. DURABLE  
(DESIGNED TO LAST  
OVER 3 YEARS)

2. NON-DURABLE  
(DESIGNED TO  
LAST LESS  
THAN 3 YEARS)

8. DON'T KNOW

GO TO Q189

Q186. Would you consider this new business to be in wholesale distribution, transportation, utilities, communications, or something else?

1. WHOLESALE  
DISTRIBUTION

2. TRANSPORTATION

3. UTILITIES

4. COMMUNICATIONS

5. SOME-  
THING  
ELSE

8. DON'T  
KNOW

GO TO Q189

Q187. Would you consider this new business to be in finance, insurance, real estate, some type of business consulting or service, or something else?

1. FINANCE

2. INSURANCE  
(INCLUDING  
BROKERS)

3. REAL  
ESTATE

4. BUSINESS  
CONSULTING  
OR SERVICE

5. SOME-  
THING  
ELSE

8. DON'T  
KNOW

GO TO Q189

GO TO Q188

Q187a. What would best describe the type of business service or consulting -- will this be a law or accounting practice; a computer or world wide web programming firm; provide business consulting; provide business services, such as bookkeeping, credit bureaus, temporary help agencies, or copy services; or something else?

1. LAW OR ACCOUNTING PRACTICE	2. COMPUTER/ WORLD WIDE WEB PROGRAMMING	3. BUSINESS CONSULTING	4. BUSINESS SERVICES (BOOK KEEP., CREDIT BUREAUS, ETC.)	5. SOME-THING ELSE	8. DON'T KNOW
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GO TO Q189

Q188. Your business does not seem to fit into any of these categories, how would you describe it?

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Q189. What will be the initial legal form of the new business?

[READ DEFINITIONS IF NECESSARY:

SOLE PROPRIETORSHIP = ONLY ONE PERSON OWNS FIRM

GENERAL PARTNERSHIP = 2 OR MORE PEOPLE OWN THE FIRM (i.e. HUSBAND & WIFE)

LIMITED PARTNERSHIP = SOME PARTNERS OPERATE FIRM, OTHERS FUN W/O LIABILITY

CORPORATION = PUBLIC STOCK SALES, LIMITED LIABILITY, FEDERAL TAXES ON FIRM

SUBCHAPTER S CORPORATION = 20 OR LESS SHAREHOLDERS, LESS FEDERAL RULES

LIMITED LIABILITY COMPANY = REDUCED LIABILITY, LOWER TAXES, LOWER COST]

01. SOLE PROPRIETORSHIP	02. GENERAL PARTNERSHIP	03. LIMITED PARTNERSHIP	04. CORPORATION
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05. SUBCHAPTER S CORPORATION	06. LIMITED LIABILITY COMPANY	07. NOT YET DETERMINED (IF VOL.)
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97. OTHER (SPECIFY): _____	98. DON'T KNOW
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Q190. Would you describe this new business as: 1) independent start-up, created by an individual or a team working on their own; 2) a purchase or takeover of an existing business; 3) a franchise or multi-level marketing initiative; 4) a start-up sponsored by an existing business; or 5) something else ?

1. INDEPENDENT START-UP  GO TO Q194	2. PURCHASE OR TAKEOVER OF AN EXISTING BUSINESS  GO TO Q191	3. FRANCHISE OR MULTI-LEVEL MARKETING INITIATIVE  GO TO Q192	4. START-UP SPONSORED BY EXISTING BUSINESS  GO TO Q193
7. OTHER (SPECIFY): _____ _____			8. DON'T KNOW

GO TO Q194

Q191. Is this takeover of an existing business a purchase of a business from outside the family, a purchase of a business from a family member, or is it inherited?

1. PURCHASE OF A BUSINESS FROM OUTSIDE THE FAMILY	2. PURCHASE OF A BUSINESS FROM A FAMILY MEMBER	3. INHERITED	8. DON'T KNOW
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GO TO Q194

Q192. Is this a franchise, where you might get help from the franchiser, or is it a multi-level marketing arrangement, where you can recruit sales associates and receive a commission from their sales?

1. FRANCHISE WITH HELP FROM THE FRANCHISER	2. MULTI-LEVEL MARKETING INITIATIVE	7. OTHER (SPECIFY): _____ _____	8. DON'T KNOW
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GO TO Q194

Q193. Is this new venture a new branch or subsidiary of an existing business, or a new legal entity owned by one or more other business?

1. NEW BRANCH OR SUBSIDIARY OF EXISTING BUSINESS	2. NEW LEGAL ENTITY OWNED BY ONE OR MORE OTHER BUSINESSES	8. DON'T KNOW
--	---	------------------

Q194. How would you describe the location where this new business is being developed? Is it a residence or personal property, like a home, garage, farm or vacation home; is it on the site of an existing business; is it a special location for this start-up, like rented space, an incubator, or something like that; or is it not developed to the point where a specific location is needed?

1. RESIDENCE OR PERSONAL PROPERTY	2. SITE OF EXISTING BUSINESS	3. SPECIAL LOCATION FOR START-UP	4. SPECIFIC LOCATION NOT YET NEEDED
7. OTHER (SPECIFY): _____ _____			8. DON'T KNOW

Q195. How many people will legally own this new business - only you, only you and your spouse, or you and other people or businesses?

(NOT-FOR-PROFIT AGENCIES SHOULD INCLUDE ALL OFFICERS - i.e. PRESIDENT, VICE PRESIDENT, TREASURER, AND SECRETARY)

1. RESPONDENT ONLY	2. RESPONDENT AND SPOUSE ONLY	3. RESPONDENT AND OTHERS	8. DON'T KNOW
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GO TO Q206

Q196. In the past week, how many hours have you devoted to this new business start-up? (ONE WEEK FULL TIME EQUALS 40 HOURS)

NUMBER OF HOURS: _____	98. DON'T KNOW
------------------------	----------------

Q197. How many total hours, including the past week, have you devoted to this new business start-up? (ONE WEEK FULL TIME EQUALS 40 HOURS; ONE MONTH FULL TIME EQUALS 173 HOURS; ONE YEAR FULL TIME EQUALS 2,080 HOURS)

(INTERVIEWER: PROBE FOR ROUGH ESTIMATE)

NUMBER OF HOURS: _____	9998. DON'T KNOW
------------------------	------------------

Q198. How much of your own money, in total dollars, have you put into this new start-up - either to purchase ownership or as a loan to the new business? (INCLUDE ALL PERSONAL FUNDS FROM ALL SOURCES)

ENTER DOLLAR AMOUNT (0-99,999,995): _____	99999998. DON'T KNOW
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Q199. How many years of work experience have you had in this industry - the one where the new business will compete?

YEAR (4 DIGITS): _____	9998. DON'T KNOW
------------------------	------------------

Q200. How many other businesses have you helped to start?

NUMBER OF BUSINESSES: _____	98. DON'T KNOW
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Q201. Interviewer: Is the (RESPONDENT) male or female?

1. MALE	2. FEMALE
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Q202. What year were you born?

YEAR (1889-1981): _____	9998. DON'T KNOW
-------------------------	------------------

Q203. What would you consider to be your race or ethnic origin: White, Black or African-American, Hispanic, American Indian, Southeast Asian, Other Asian or Pacific Islander, or something else?

1. WHITE/ CAUCASIAN	2. BLACK/ AFRICAN- AMERICAN	3. HISPANIC/ LATINO	4. AMERICAN INDIAN	5. SOUTHEAST ASIAN
6. OTHER ASIAN/ PACIFIC ISLANDER	7. SOMETHING ELSE (SPECIFY): _____ _____			

Q205. What is, or was, your primary occupation?

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Q206. You have said that you and (**ANSWER FROM Q195**) expect to own part of this new business. We would like to make a list of all those who will own part of the business. Please give me only their first names, so we can talk about them without revealing their full identity. Include any businesses or financial institutions that will own part of the new business. I will also ask what percent of the new firm each is expected to own. If there are more than 5, please select the 5 who will have highest level of ownership in the new firm.

(NOT-FOR-PROFIT AGENCIES SHOULD INCLUDE ALL OFFICERS - i.e. PRESIDENT, VICE PRESIDENT, TREASURER, AND SECRETARY)

(IF R DK PERCENTAGE, TRY TO GET BEST ESTIMATE; IF CAN'T ENTER DK FOR %)

	<u>FIRST NAME</u>	<u>PERCENT OWN</u>
a.	(RESPONDENT) _____	_____%
b.	_____	_____%
c.	_____	_____%
d.	_____	_____%
e.	_____	_____%
	(MUST EQUAL 100%)	TOTAL _____%

Q207f. I've listed (READ NAMES). Have I missed any person, institution, or group that would share ownership of the new business, even if the only thing they will contribute is money or advice?

1. YES, NEED TO ADD TO ROSTER

GO BACK TO Q206

2. NO, TABLE IS CORRECT AS IS

3. I NEED TO CORRECT OR CHANGE A CELL

GO BACK TO Q206

4. I NEED TO DELETE ONE PERSON FROM THE ROSTER

GO BACK TO Q206

BLANK PAGE

Q210e. INTERVIEWER  
CHECKPOINT: Is (NAME) a person or not a person?

Q211. How many total hours, including the past week, (have you/has (NAME)) devoted to this new business start-up?

Q212. About how much money, in total dollars, (have you/has (NAME)) contributed to the new business, either to purchase ownership or as a loan to the new business?

Q213. How many years of work experience has (NAME) had in this industry--the one where the new business will compete?

Q214. How many other businesses has (NAME) helped to start as an owner or part owner?

PERSON #1	PERSON #2
<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. PERSON--&gt; GO TO Q211</div> <div style="border: 1px solid black; padding: 2px;">2. NON-PERSON (OR INSTITUTION)--&gt; GO TO PERSON #2</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. PERSON--&gt; GO TO Q211</div> <div style="border: 1px solid black; padding: 2px;">2. NON-PERSON (OR INSTITUTION)--&gt; GO TO PERSON #3</div>
_____ # HOURS	_____ # HOURS
\$ _____ DOLLAR AMOUNT	\$ _____ DOLLAR AMOUNT
_____ # YEARS	_____ # YEARS
_____ # BUSINESSES	_____ # BUSINESSES

IF Q210e=2 GO TO  
PERSON #2  
OR GO TO Q217 FOR  
PERSON #1

IF Q210e=2 GO TO  
PERSON #3  
OR GO TO Q217 FOR  
PERSON #2

PERSON #3	PERSON #4	PERSON #5
<p>1. PERSON--&gt; GO TO Q211</p> <p>2. NON-PERSON (OR INSTITUTION)--&gt; GO TO PERSON #4</p>	<p>1. PERSON--&gt; GO TO Q211</p> <p>2. NON-PERSON (OR INSTITUTION)--&gt; GO TO PERSON #5</p>	<p>1. PERSON--&gt; GO TO Q211</p> <p>2. NON-PERSON (OR INSTITUTION)--&gt; GO TO Q231</p>
_____ # HOURS	_____ # HOURS	_____ # HOURS
\$ _____ DOLLAR AMOUNT	\$ _____ DOLLAR AMOUNT	\$ _____ DOLLAR AMOUNT
_____ # YEARS	_____ # YEARS	_____ # YEARS
_____ # BUSINESSES	_____ # BUSINESSES	_____ # BUSINESSES

IF Q210e=2 GO TO PERSON #4  
OR GO TO Q217 FOR PERSON #3

IF Q210e=2 GO TO PERSON #5  
OR GO TO Q217 FOR PERSON #4

IF Q210e=2 GO TO Q231  
OR GO TO Q217 FOR PERSON #5

Q217. Is (NAME) male or female?

Q218. How old is (NAME)?

Q219. Would you say (NAME) is White, Black or African American, Hispanic, American Indian, Southeast Asian, Other Asian or Pacific Islander, or something else?

PERSON #1	PERSON #2
<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MALE</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. FEMALE</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MALE</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. FEMALE</div> </div>
_____ AGE (12-100)	_____ AGE (12-100)
1. WHITE/CAUCASIAN	1. WHITE/CAUCASIAN
2. BLACK/ AFRICAN AMERICAN	2. BLACK/ AFRICAN AMERICAN
3. HISPANIC/LATINO	3. HISPANIC/LATINO
4. AMERICAN INDIAN	4. AMERICAN INDIAN
5. SOUTHEAST ASIAN	5. SOUTHEAST ASIAN
6. OTHER ASIAN/ PACIFIC ISLANDER	6. OTHER ASIAN/ PACIFIC ISLANDER
7. SOMETHING ELSE (SPECIFY): _____	7. SOMETHING ELSE (SPECIFY): _____

GO TO Q220  
FOR PERSON #1

GO TO Q220  
FOR PERSON #2



PERSON #3

PERSON #4

PERSON #5

1. MALE	2. FEMALE	1. MALE	2. FEMALE	1. MALE	2. FEMALE
_____ AGE (12-100)		_____ AGE (12-100)		_____ AGE (12-100)	
1. WHITE/CAUCASIAN		1. WHITE/CAUCASIAN		1. WHITE/CAUCASIAN	
2. BLACK/ AFRICAN AMERICAN		2. BLACK/ AFRICAN AMERICAN		2. BLACK/ AFRICAN AMERICAN	
3. HISPANIC/LATINO		3. HISPANIC/LATINO		3. HISPANIC/LATINO	
4. AMERICAN INDIAN		4. AMERICAN INDIAN		4. AMERICAN INDIAN	
5. SOUTHEAST ASIAN		5. SOUTHEAST ASIAN		5. SOUTHEAST ASIAN	
6. OTHER ASIAN/ PACIFIC ISLANDER		6. OTHER ASIAN/ PACIFIC ISLANDER		6. OTHER ASIAN/ PACIFIC ISLANDER	
7. SOMETHING ELSE (SPECIFY): _____		7. SOMETHING ELSE (SPECIFY): _____		7. SOMETHING ELSE (SPECIFY): _____	

GO TO Q220  
FOR PERSON #3

GO TO Q220  
FOR PERSON #4

GO TO Q220  
FOR PERSON #5

Q220. What is, or was, (NAME)'s primary occupation?

Q221. In addition to time and personal investments of money, in what other ways has (NAME) helped with the start up? For example, has (NAME) provided introductions to other people?

Q222. Has (NAME) provided information or advice?

Q223. (Has (NAME) provided) training in business related tasks or skills (to help with the start-up)?

Q224. (Has (NAME) provided) access to financial assistance, like equity, loans, or loan guarantees (to help with the start-up)?

Q225. (Has (NAME) provided) physical resources, use of land, space, buildings or equipment (to help with the start-up)?

Q226. (Has (NAME) provided) business services, such as legal, accounting, or clerical assistance (to help with the start-up)?

Q227. (Has (NAME) provided) personal services, such as household help or childcare (to help with the start-up)?

PERSON #1	PERSON #2
OCCUPATION	OCCUPATION
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK

GO TO Q228  
FOR PERSON #1

GO TO Q228  
FOR PERSON #2

PERSON #3

PERSON #4

PERSON #5

PERSON #3			PERSON #4			PERSON #5		
OCCUPATION			OCCUPATION			OCCUPATION		
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DK

GO TO Q228  
FOR PERSON #3

GO TO Q228  
FOR PERSON #4

GO TO Q228  
FOR PERSON #5

**PERSON #1**

**PERSON #2**

Q228. (Has (NAME) provided any other type of service or assistance (to help with the start-up)?

1. YES	2. NO	8. DK
↓	GO TO Q228c	

Q228b. What other type of service or assistance has (NAME) provided?

OTHER (SPECIFY): _____	OTHER (SPECIFY): _____
------------------------	------------------------

Q228c. INTERVIEWER CHECKPOINT

1.	NO "YES" RESPONSES Q221-Q228--> GO TO Q210e FOR PERSON #2	1.	NO "YES" RESPONSES Q221-Q228--> GO TO Q210e FOR PERSON #3
2.	ONLY ONE "YES" Q221-Q228-->GO TO Q230	2.	ONLY ONE "YES" Q221-Q228-->GO TO Q230
3.	MORE THAN ONE "YES" Q221-Q228--> GO TO Q229	3.	MORE THAN ONE "YES" Q221-Q228--> GO TO Q229

Q229. Which of these forms of assistance from (NAME) has been the MOST IMPORTANT for the new business start-up? (READ LIST OF "YES"'s FROM Q221-Q228 IF NECESSARY)

1. INTRODUCTIONS TO OTHER PEOPLE	1. INTRODUCTIONS TO OTHER PEOPLE
2. INFORMATION OR ADVICE	2. INFORMATION OR ADVICE
3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS	3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS
4. ACCESS TO FINANCIAL RESOURCES	4. ACCESS TO FINANCIAL RESOURCES
5. PHYSICAL RESOURCES	5. PHYSICAL RESOURCES
6. BUSINESS SERVICES	6. BUSINESS SERVICES
7. PERSONAL SERVICES	7. PERSONAL SERVICES
8. MORAL OR EMOTIONAL SUPPORT	8. MORAL OR EMOTIONAL SUPPORT
9. LABOR	9. LABOR
10. CREATIVITY OR IDEAS	10. CREATIVITY OR IDEAS
97. OTHER [FROM Q228b]	97. OTHER [FROM Q228b]

Q230. Please consider this form of assistance provided by (NAME) to the new start-up. [Q229 OR THE ONLY "YES" Q221-Q228]

Was this provided free, at a discounted price, at the normal market price, as part of a barter or exchange relationship, or for some other reason?

1. FREE	2. DISCOUNTED	1. FREE	2. DISCOUNTED
3. NORMAL MARKET PRICE		3. NORMAL MARKET PRICE	
4. BARTER OR EXCHANGE		4. BARTER OR EXCHANGE	
7. OTHER (SPECIFY): _____		7. OTHER (SPECIFY): _____	

GO TO PERSON #2 (Q210e)  
OR GO TO Q231

GO TO PERSON #3 (Q210e)  
OR GO TO Q231

PERSON #3

PERSON #4

PERSON #5

<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">2. NO</div> <div style="border: 1px solid black; padding: 2px;">8. DK</div> </div> <p style="text-align: center;">↓</p> <p style="text-align: center;">GO TO Q228c</p>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">2. NO</div> <div style="border: 1px solid black; padding: 2px;">8. DK</div> </div> <p style="text-align: center;">↓</p> <p style="text-align: center;">GO TO Q228c</p>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">2. NO</div> <div style="border: 1px solid black; padding: 2px;">8. DK</div> </div> <p style="text-align: center;">↓</p> <p style="text-align: center;">GO TO Q228c</p>
OTHER (SPECIFY): _____		
<div style="border: 1px solid black; padding: 2px;">1. NO "YES" RESPONSES Q221-Q228--&gt; GO TO Q210e FOR PERSON #4</div> <div style="border: 1px solid black; padding: 2px;">2. ONLY ONE "YES" Q221-Q228--&gt;GO TO Q230</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" Q221-Q228-S694--&gt; GO TO Q229</div>	<div style="border: 1px solid black; padding: 2px;">1. NO "YES" RESPONSES Q221-Q228--&gt; GO TO Q210e FOR PERSON #5</div> <div style="border: 1px solid black; padding: 2px;">2. ONLY ONE "YES" Q221-Q228--&gt;GO TO Q230</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" Q221-Q228--&gt; GO TO Q229</div>	<div style="border: 1px solid black; padding: 2px;">1. NO "YES" RESPONSES Q221-Q228--&gt; GO TO Q231</div> <div style="border: 1px solid black; padding: 2px;">2. ONLY ONE "YES" Q221-Q228--&gt;GO TO Q230</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" Q221-Q228--&gt; GO TO Q229</div>
<div style="border: 1px solid black; padding: 2px;">1. INTRODUCTIONS TO OTHER PEOPLE</div> <div style="border: 1px solid black; padding: 2px;">2. INFORMATION OR ADVICE</div> <div style="border: 1px solid black; padding: 2px;">3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS</div> <div style="border: 1px solid black; padding: 2px;">4. ACCESS TO FINANCIAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px;">5. PHYSICAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px;">6. BUSINESS SERVICES</div> <div style="border: 1px solid black; padding: 2px;">7. PERSONAL SERVICES</div> <div style="border: 1px solid black; padding: 2px;">8. MORAL OR EMOTIONAL SUPPORT</div> <div style="border: 1px solid black; padding: 2px;">9. LABOR</div> <div style="border: 1px solid black; padding: 2px;">10. CREATIVITY OR IDEAS</div> <div style="border: 1px solid black; padding: 2px;">97. OTHER [FROM Q228b]</div>	<div style="border: 1px solid black; padding: 2px;">1. INTRODUCTIONS TO OTHER PEOPLE</div> <div style="border: 1px solid black; padding: 2px;">2. INFORMATION OR ADVICE</div> <div style="border: 1px solid black; padding: 2px;">3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS</div> <div style="border: 1px solid black; padding: 2px;">4. ACCESS TO FINANCIAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px;">5. PHYSICAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px;">6. BUSINESS SERVICES</div> <div style="border: 1px solid black; padding: 2px;">7. PERSONAL SERVICES</div> <div style="border: 1px solid black; padding: 2px;">8. MORAL OR EMOTIONAL SUPPORT</div> <div style="border: 1px solid black; padding: 2px;">9. LABOR</div> <div style="border: 1px solid black; padding: 2px;">10. CREATIVITY OR IDEAS</div> <div style="border: 1px solid black; padding: 2px;">97. OTHER [FROM Q228b]</div>	<div style="border: 1px solid black; padding: 2px;">1. INTRODUCTIONS TO OTHER PEOPLE</div> <div style="border: 1px solid black; padding: 2px;">2. INFORMATION OR ADVICE</div> <div style="border: 1px solid black; padding: 2px;">3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS</div> <div style="border: 1px solid black; padding: 2px;">4. ACCESS TO FINANCIAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px;">5. PHYSICAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px;">6. BUSINESS SERVICES</div> <div style="border: 1px solid black; padding: 2px;">7. PERSONAL SERVICES</div> <div style="border: 1px solid black; padding: 2px;">8. MORAL OR EMOTIONAL SUPPORT</div> <div style="border: 1px solid black; padding: 2px;">9. LABOR</div> <div style="border: 1px solid black; padding: 2px;">10. CREATIVITY OR IDEAS</div> <div style="border: 1px solid black; padding: 2px;">97. OTHER [FROM Q228b]</div>
<div style="border: 1px solid black; padding: 2px;">1. FREE</div> <div style="border: 1px solid black; padding: 2px;">2. DISCOUNTED</div> <div style="border: 1px solid black; padding: 2px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px;">7. OTHER (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 2px;">1. FREE</div> <div style="border: 1px solid black; padding: 2px;">2. DISCOUNTED</div> <div style="border: 1px solid black; padding: 2px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px;">7. OTHER (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 2px;">1. FREE</div> <div style="border: 1px solid black; padding: 2px;">2. DISCOUNTED</div> <div style="border: 1px solid black; padding: 2px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px;">7. OTHER (SPECIFY): _____</div>

GO TO PERSON #4 (Q210e)  
OR GO TO Q231

GO TO PERSON #5 (Q210e)  
OR GO TO Q231

GO TO Q231

Q231. We have one final set of questions about those who own the new firm. We would like to know more about how they are related to each other.

Q233. How would you describe the relationship of (you/NAME) to (NAME)?

Are (you/NAME) and (NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; (you/they) have some other type of relationship; or is either or both not a personal, like a business or financial institution?

R AND PERSON #2	R AND PERSON #3	R AND PERSON #4	R AND PERSON #5
1. SPOUSES/ PARTNERS  GO TO Q233a	1. SPOUSES/ PARTNERS  GO TO Q233a	1. SPOUSES/ PARTNERS  GO TO Q233a	1. SPOUSES/ PARTNERS  GO TO Q233a
2. RELATIVES/ FAMILY MEMBERS  GO TO Q233b	2. RELATIVES/ FAMILY MEMBERS  GO TO Q233b	2. RELATIVES/ FAMILY MEMBERS  GO TO Q233b	2. RELATIVES/ FAMILY MEMBERS  GO TO Q233b
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  GO TO Q233c	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  GO TO Q233c	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  GO TO Q233c	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  GO TO Q233c
4. FRIENDS/ ACQUAINTANCES  GO TO Q233d	4. FRIENDS/ ACQUAINTANCES  GO TO Q233d	4. FRIENDS/ ACQUAINTANCES  GO TO Q233d	4. FRIENDS/ ACQUAINTANCES  GO TO Q233d
5. STRANGERS BEFORE JOINING THE TEAM  GO TO Q233d	5. STRANGERS BEFORE JOINING THE TEAM  GO TO Q233d	5. STRANGERS BEFORE JOINING THE TEAM  GO TO Q233d	5. STRANGERS BEFORE JOINING THE TEAM  GO TO Q233d
6. ONE/BOTH NOT A PERSON  GO TO Q233d	6. ONE/BOTH NOT A PERSON  GO TO Q233d	6. ONE/BOTH NOT A PERSON  GO TO Q233d	6. ONE/BOTH NOT A PERSON  GO TO Q233d
7. NO LONGER HAS RELATIONSHIP  GO TO Q233d	7. NO LONGER HAS RELATIONSHIP  GO TO Q233d	7. NO LONGER HAS RELATIONSHIP  GO TO Q233d	7. NO LONGER HAS RELATIONSHIP  GO TO Q233d
97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____

GO TO NEXT PAIR  
OR GO TO Q241

GO TO NEXT PAIR  
OR GO TO Q241

GO TO NEXT PAIR  
OR GO TO Q241

GO TO NEXT PAIR  
OR GO TO Q241

Q233.

Continued...

How would you describe the relationship of (you/NAME) to (NAME)?

Are (you/NAME) and (NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; (you/they) have some other type of relationship; or is either or both not a personal, like a business or financial institution?

PERSON #2 AND PERSON #3	PERSON #2 AND PERSON #4	PERSON #2 AND PERSON #5
1. SPOUSES/ PARTNERS  <b>GO TO Q233a</b>	1. SPOUSES/ PARTNERS  <b>GO TO Q233a</b>	1. SPOUSES/ PARTNERS  <b>GO TO Q233a</b>
2. RELATIVES/ FAMILY MEMBERS  <b>GO TO Q233b</b>	2. RELATIVES/ FAMILY MEMBERS  <b>GO TO Q233b</b>	2. RELATIVES/ FAMILY MEMBERS  <b>GO TO Q233b</b>
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  <b>GO TO Q233c</b>	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  <b>GO TO Q233c</b>	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  <b>GO TO Q233c</b>
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOINING THE TEAM  <b>GO TO Q233d</b>	5. STRANGERS BEFORE JOINING THE TEAM  <b>GO TO Q233d</b>	5. STRANGERS BEFORE JOINING THE TEAM  <b>GO TO Q233d</b>
6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON
7. NO LONGER HAS RELATIONSHIP	7. NO LONGER HAS RELATIONSHIP	7. NO LONGER HAS RELATIONSHIP
97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____

**GO TO NEXT PAIR  
OR GO TO Q241**

**GO TO NEXT PAIR  
OR GO TO Q241**

**GO TO NEXT PAIR  
OR GO TO Q241**

Q233.

Continued...

How would you describe the relationship of (you/NAME) to (NAME)?

Are (you/NAME) and (NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; (you/they) have some other type of relationship; or is either or both not a personal, like a business or financial institution?

PERSON #3 AND PERSON #4	PERSON #3 AND PERSON #5	PERSON #4 AND PERSON #5
1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS
GO TO Q233a	GO TO Q233a	GO TO Q233a
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
GO TO Q233b	GO TO Q233b	GO TO Q233b
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO Q233c	GO TO Q233c	GO TO Q233c
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOINING THE TEAM	5. STRANGERS BEFORE JOINING THE TEAM	5. STRANGERS BEFORE JOINING THE TEAM
GO TO Q233d	GO TO Q233b	GO TO Q233b
6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON
7. NO LONGER HAS RELATIONSHIP	7. NO LONGER HAS RELATIONSHIP	7. NO LONGER HAS RELATIONSHIP
97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____

GO TO NEXT PAIR  
OR GO TO Q241

GO TO NEXT PAIR  
OR GO TO Q241

GO TO Q241



Q233a. Are (you/NAME) and (NAME) spouses, or "partners sharing a household"?

R + #2	R + #3	R + #4	R + #5
1. SPOUSES	1. SPOUSES	1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

#2 + #3
1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD
8. DON'T KNOW

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

#2 + #4	#2 + #5
1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
8. DON'T KNOW	8. DON'T KNOW

#3 + #4	#3 + #5
1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
8. DON'T KNOW	8. DON'T KNOW

#4 + #5
1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD
8. DON'T KNOW

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO TO Q241

Q233b. Are (you/NAME) and (NAME) relatives or family members living in the same, or different, households?

R + #2	R + #3	R + #4	R + #5
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

#2 + #3
1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS
8. DON'T KNOW

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

#2 + #4	#2 + #5
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
8. DON'T KNOW	8. DON'T KNOW

#3 + #4	#3 + #5
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
8. DON'T KNOW	8. DON'T KNOW

#4 + #5
1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS
8. DON'T KNOW

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

Q233c. Are (you/NAME) and (NAME) business associates or work colleagues from the same company or work organizations or are (you/they) from different work settings?

R + #2	R + #3	R + #4	R + #5
1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS
2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

#2 + #3
1. SAME COMPANY OR WORK ORGANIZATIONS
2. DIFFERENT WORK SETTINGS
8. DON'T KNOW

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

#2 + #4	#2 + #5
1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS
2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS
8. DON'T KNOW	8. DON'T KNOW

#3 + #4	#3 + #5
1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS
2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS
8. DON'T KNOW	8. DON'T KNOW

#4 + #5
1. SAME COMPANY OR WORK ORGANIZATIONS
2. DIFFERENT WORK SETTINGS
8. DON'T KNOW

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO TO Q241

Q233d. How did (you/NAME) and (NAME) first meet? Did (you/they) meet when the start-up team was organized, did (you/they) meet through a common friend, or did (you/they) meet in some other way?

R + #2	R + #3	R + #4	R + #5
1. MET ON START-UP TEAM	1. MET ON START-UP TEAM	1. MET ON START-UP TEAM	1. MET ON START-UP TEAM
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

#2 + #3
1. MET ON START-UP TEAM
2. HAD A COMMON FRIEND
7. OTHER (SPECIFY): _____ _____
8. DON'T KNOW

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

#2 + #4	#2 + #5
1. MET ON START-UP TEAM	1. MET ON START-UP TEAM
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____
8. DON'T KNOW	8. DON'T KNOW

#3 + #4	#3 + #5
1. MET ON START-UP TEAM	1. MET ON START-UP TEAM
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____
8. DON'T KNOW	8. DON'T KNOW

#4 + #5
1. MET ON START-UP TEAM
2. HAD A COMMON FRIEND
7. OTHER (SPECIFY): _____ _____
8. DON'T KNOW

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO BACK TO Q233 FOR NEXT PAIR OR GO TO Q241

GO TO Q241

Q241. Are there other people, those that would NOT be on the start-up team, who have been particularly helpful to you in getting the business started?

1. YES

2. NO

8. DON'T KNOW

GO TO Q263

GO TO Q263

Q242. How many are there ((people NOT on the start-up team) who have been helpful to you in getting the business started?

NUMBER (1-50): \_\_\_\_\_

98. DON'T KNOW

Q243. (IF MORE THAN 5 READ: Can you select up to five that have been among the most important? Please give me their first names so we can keep track of these individuals. Tell me the most important person first.

FIRST NAME

HELPFUL PERSON #1

\_\_\_\_\_

HELPFUL PERSON #2

\_\_\_\_\_

HELPFUL PERSON #3

\_\_\_\_\_

HELPFUL PERSON #4

\_\_\_\_\_

HELPFUL PERSON #5

\_\_\_\_\_

Q243f. I've listed (READ NAMES). Have I missed any person that would NOT be on the start-up team, who has been particularly helpful to you in getting the business started?

1. YES, NEED  
TO ADD TO  
ROSTER

2. NO, TABLE  
IS CORRECT  
AS IS

3. I NEED TO  
CORRECT OR  
CHANGE A CELL

4. I NEED TO  
DELETE ONE  
PERSON FROM  
THE ROSTER

GO BACK TO Q243

GO BACK TO Q243

GO BACK TO Q243

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

Q245. Is (NAME) male or female?

1. MALE	2. FEMALE	1. MALE	2. FEMALE
---------	-----------	---------	-----------

Q246. How old is (NAME)?

AGE (10-100)	AGE (10-100)
10-17 --> GO TO Q262	10-17 --> GO TO Q262

Q247. Would you say (NAME) is White, Black or African American, Hispanic, American Indian, Southeast Asian, Other Asian or Pacific Islander, or something else?

1. WHITE/CAUCASIAN	1. WHITE/CAUCASIAN
2. BLACK/ AFRICAN AMERICAN	2. BLACK/ AFRICAN AMERICAN
3. HISPANIC/LATINO	3. HISPANIC/LATINO
4. AMERICAN INDIAN	4. AMERICAN INDIAN
5. SOUTHEAST ASIAN	5. SOUTHEAST ASIAN
6. OTHER ASIAN/ PACIFIC ISLANDER	6. OTHER ASIAN/ PACIFIC ISLANDER
7. SOMETHING ELSE (SPECIFY): _____	7. SOMETHING ELSE (SPECIFY): _____

Q247x. INTERVIEWER CHECKPOINT:

1. PERSON #1 IS DECEASED (Q246) --> GO TO Q250	1. PERSON #2 IS DECEASED (Q246) --> GO TO Q250
2. PERSON #1 IS ALIVE--> GO TO Q248	2. PERSON #2 IS ALIVE--> GO TO Q248

Q248. How long have you known (NAME)?

_____ # YEARS	_____ # YEARS
ZERO FOR LESS THAN ONE "A" FOR "ALL MY LIFE"	ZERO FOR LESS THAN ONE "A" FOR "ALL MY LIFE"

Q249. How many times have you and (NAME) talked about business matters in the last month?

_____ # TIMES	_____ # TIMES
---------------	---------------

GO TO Q250 FOR PERSON #1

GO TO Q250 FOR PERSON #2

**NEW HELPFUL PERSON #3**

**NEW HELPFUL PERSON #4**

**NEW HELPFUL PERSON #5**

<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MALE</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. FEMALE</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MALE</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. FEMALE</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MALE</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. FEMALE</div> </div>
<p style="text-align: center;">AGE (10-100)</p> <p style="text-align: center;">_____</p> <p style="text-align: center;">10-17 --&gt; GO TO Q262</p>	<p style="text-align: center;">AGE (10-100)</p> <p style="text-align: center;">_____</p> <p style="text-align: center;">10-17 --&gt; GO TO Q262</p>	<p style="text-align: center;">AGE (10-100)</p> <p style="text-align: center;">_____</p> <p style="text-align: center;">10-17 --&gt; GO TO Q262</p>
<div style="border: 1px solid black; padding: 2px;">1. WHITE/CAUCASIAN</div> <div style="border: 1px solid black; padding: 2px;">2. BLACK/ AFRICAN AMERICAN</div> <div style="border: 1px solid black; padding: 2px;">3. HISPANIC/LATINO</div> <div style="border: 1px solid black; padding: 2px;">4. AMERICAN INDIAN</div> <div style="border: 1px solid black; padding: 2px;">5. SOUTHEAST ASIAN</div> <div style="border: 1px solid black; padding: 2px;">6. OTHER ASIAN/ PACIFIC ISLANDER</div> <div style="border: 1px solid black; padding: 2px;">7. SOMETHING ELSE (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 2px;">1. WHITE/CAUCASIAN</div> <div style="border: 1px solid black; padding: 2px;">2. BLACK/ AFRICAN AMERICAN</div> <div style="border: 1px solid black; padding: 2px;">3. HISPANIC/LATINO</div> <div style="border: 1px solid black; padding: 2px;">4. AMERICAN INDIAN</div> <div style="border: 1px solid black; padding: 2px;">5. SOUTHEAST ASIAN</div> <div style="border: 1px solid black; padding: 2px;">6. OTHER ASIAN/ PACIFIC ISLANDER</div> <div style="border: 1px solid black; padding: 2px;">7. SOMETHING ELSE (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 2px;">1. WHITE/CAUCASIAN</div> <div style="border: 1px solid black; padding: 2px;">2. BLACK/ AFRICAN AMERICAN</div> <div style="border: 1px solid black; padding: 2px;">3. HISPANIC/LATINO</div> <div style="border: 1px solid black; padding: 2px;">4. AMERICAN INDIAN</div> <div style="border: 1px solid black; padding: 2px;">5. SOUTHEAST ASIAN</div> <div style="border: 1px solid black; padding: 2px;">6. OTHER ASIAN/ PACIFIC ISLANDER</div> <div style="border: 1px solid black; padding: 2px;">7. SOMETHING ELSE (SPECIFY): _____</div>
<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. PERSON #3 IS DECEASED (Q246) --&gt; GO TO Q250</div> <div style="border: 1px solid black; padding: 2px;">2. PERSON #3 IS ALIVE--&gt;GO TO Q248</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. PERSON #4 IS DECEASED (Q246) --&gt; GO TO Q250</div> <div style="border: 1px solid black; padding: 2px;">2. PERSON #4 IS ALIVE--&gt;GO TO Q248</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. PERSON #5 IS DECEASED (Q246) --&gt; GO TO Q250</div> <div style="border: 1px solid black; padding: 2px;">2. PERSON #5 IS ALIVE--&gt;GO TO Q248</div>
<p style="text-align: center;"># YEARS</p> <p style="text-align: center;">_____</p> <p>ZERO FOR LESS THAN ONE "A" FOR "ALL MY LIFE"</p>	<p style="text-align: center;"># YEARS</p> <p style="text-align: center;">_____</p> <p>ZERO FOR LESS THAN ONE "A" FOR "ALL MY LIFE"</p>	<p style="text-align: center;"># YEARS</p> <p style="text-align: center;">_____</p> <p>ZERO FOR LESS THAN ONE "A" FOR "ALL MY LIFE"</p>
<p style="text-align: center;"># TIMES</p> <p style="text-align: center;">_____</p>	<p style="text-align: center;"># TIMES</p> <p style="text-align: center;">_____</p>	<p style="text-align: center;"># TIMES</p> <p style="text-align: center;">_____</p>

GO TO Q250 FOR PERSON #3

GO TO Q250 FOR PERSON #4

GO TO Q250 FOR PERSON #5

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

Q250. How (has/had) (NAME) helped with the start-up? For example, (has/had) (NAME) provided introductions to other people?

1. YES

2. NO

8. DK

1. YES

2. NO

8. DK

Q251. ((Has/had) (NAME) provided) information or advice (to help with the start-up)?

1. YES

2. NO

8. DK

1. YES

2. NO

8. DK

Q252. ((Has/had) (NAME) provided) training in business related tasks or skills (to help with the start-up)?

1. YES

2. NO

8. DK

1. YES

2. NO

8. DK

Q253. ((Has/had) (NAME) provided) access to financial assistance, like equity, loans, or loan guarantees (to help with the start-up)?

1. YES

2. NO

8. DK

1. YES

2. NO

8. DK

Q254. ((Has/had) (NAME) provided) physical resources, use of land, space, buildings or equipment (to help with the start-up)?

1. YES

2. NO

8. DK

1. YES

2. NO

8. DK

Q255. ((Has/had) (NAME) provided) business services, such as legal, accounting, or clerical assistance (to help with the start-up)?

1. YES

2. NO

8. DK

1. YES

2. NO

8. DK

Q256. ((Has/had) (NAME) provided) personal services, such as household help or childcare (to help with the start-up)?

1. YES

2. NO

8. DK

1. YES

2. NO

8. DK

GO TO Q257  
FOR PERSON #1

GO TO Q257  
FOR PERSON #2



NEW HELPFUL PERSON #3

NEW HELPFUL PERSON #4

NEW HELPFUL PERSON #5

<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK

GO TO Q257  
FOR PERSON #3

GO TO Q257  
FOR PERSON #4

GO TO Q257  
FOR PERSON #5

**NEW HELPFUL PERSON #1**

**NEW HELPFUL PERSON #2**

Q257. ((Has/had) (NAME) provided any other type of service or assistance (to help with the start-up)?

<div style="border: 1px solid black; padding: 2px; display: inline-block;">1. YES</div>	<div style="border: 1px solid black; padding: 2px; display: inline-block;">2. NO</div>	<div style="border: 1px solid black; padding: 2px; display: inline-block;">8. DK</div>
↓	GO TO Q257c	

Q257b. What other type of service or assistance (has/had) (NAME) provided?

OTHER (SPECIFY): _____	OTHER (SPECIFY): _____
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Q257c. INTERVIEWER CHECKPOINT

1.	NO "YES" RESPONSES Q250-Q257--> GO TO Q245 FOR PERSON #2	1.	NO "YES" RESPONSES Q250-Q257--> GO TO Q245 FOR PERSON #3
2.	ONLY ONE "YES" Q250-Q257-->GO TO Q259	2.	ONLY ONE "YES" Q250-Q257-->GO TO Q259
3.	MORE THAN ONE "YES" Q250-Q257--> GO TO Q258	3.	MORE THAN ONE "YES" Q250-Q257--> GO TO Q258

Q258. Which of these forms of assistance from (NAME) has been the MOST IMPORTANT for the new business start-up? (READ LIST OF "YES"'s FROM Q250-Q257 IF NECESSARY)

1. INTRODUCTIONS TO OTHER PEOPLE	1. INTRODUCTIONS TO OTHER PEOPLE
2. INFORMATION OR ADVICE	2. INFORMATION OR ADVICE
3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS	3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS
4. ACCESS TO FINANCIAL RESOURCES	4. ACCESS TO FINANCIAL RESOURCES
5. PHYSICAL RESOURCES	5. PHYSICAL RESOURCES
6. BUSINESS SERVICES	6. BUSINESS SERVICES
7. PERSONAL SERVICES	7. PERSONAL SERVICES
8. MORAL OR EMOTIONAL SUPPORT	8. MORAL OR EMOTIONAL SUPPORT
9. LABOR	9. LABOR
10. CREATIVITY OR IDEAS	10. CREATIVITY OR IDEAS
0. OTHER [FROM Q257b]	0. OTHER [FROM Q257b]

Q259. Please consider this form of assistance provided by (NAME) to the new start-up. [Q258 OR THE ONLY "YES" Q250-Q257]

Was this provided free, at a discounted price, at the normal market price, as part of a barter or exchange relationship, or for some other reason?

1. FREE	2. DISCOUNTED
3. NORMAL MARKET PRICE	3. NORMAL MARKET PRICE
4. BARTER OR EXCHANGE	4. BARTER OR EXCHANGE
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____

GO TO Q260 FOR PERSON #1

GO TO Q260 FOR PERSON #2

**NEW HELPFUL PERSON #3**

**NEW HELPFUL PERSON #4**

**NEW HELPFUL PERSON #5**

<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 30%;">1. YES</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">2. NO</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">8. DK</div> </div> <div style="text-align: center; margin-top: 5px;">             ↓              GO TO Q257c         </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 30%;">1. YES</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">2. NO</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">8. DK</div> </div> <div style="text-align: center; margin-top: 5px;">             ↓              GO TO Q257c         </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 30%;">1. YES</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">2. NO</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">8. DK</div> </div> <div style="text-align: center; margin-top: 5px;">             ↓              GO TO Q257c         </div>
OTHER (SPECIFY): _____ _____		
1. NO "YES" RESPONSES Q250-Q257--> GO TO Q245 FOR PERSON #4	1. NO "YES" RESPONSES Q250-Q257--> GO TO Q245 FOR PERSON #5	1. NO "YES" RESPONSES Q250-Q257--> GO TO Q260
2. ONLY ONE "YES" Q250- Q257-->GO TO Q259	2. ONLY ONE "YES" Q250- Q257-->GO TO Q259	2. ONLY ONE "YES" Q250- Q257-->GO TO Q259
3. MORE THAN ONE "YES" Q250-Q257--> GO TO Q258	3. MORE THAN ONE "YES" Q250-Q257--> GO TO Q258	3. MORE THAN ONE "YES" Q250-Q257--> GO TO Q258
1. INTRODUCTIONS TO OTHER PEOPLE	1. INTRODUCTIONS TO OTHER PEOPLE	1. INTRODUCTIONS TO OTHER PEOPLE
2. INFORMATION OR ADVICE	2. INFORMATION OR ADVICE	2. INFORMATION OR ADVICE
3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS	3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS	3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS
4. ACCESS TO FINANCIAL RESOURCES	4. ACCESS TO FINANCIAL RESOURCES	4. ACCESS TO FINANCIAL RESOURCES
5. PHYSICAL RESOURCES	5. PHYSICAL RESOURCES	5. PHYSICAL RESOURCES
6. BUSINESS SERVICES	6. BUSINESS SERVICES	6. BUSINESS SERVICES
7. PERSONAL SERVICES	7. PERSONAL SERVICES	7. PERSONAL SERVICES
8. MORAL OR EMOTIONAL SUPPORT	8. MORAL OR EMOTIONAL SUPPORT	8. MORAL OR EMOTIONAL SUPPORT
9. LABOR	9. LABOR	9. LABOR
10. CREATIVITY OR IDEAS	10. CREATIVITY OR IDEAS	10. CREATIVITY OR IDEAS
0. OTHER [FROM Q257b]	0. OTHER [FROM Q257b]	0. OTHER [FROM Q257b]
1. FREE      2. DISCOUNTED	1. FREE      2. DISCOUNTED	1. FREE      2. DISCOUNTED
3. NORMAL MARKET PRICE	3. NORMAL MARKET PRICE	3. NORMAL MARKET PRICE
4. BARTER OR EXCHANGE	4. BARTER OR EXCHANGE	4. BARTER OR EXCHANGE
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____

GO TO Q260  
FOR PERSON #3

GO TO Q260  
FOR PERSON #4

GO TO Q260  
FOR PERSON #5

**NEW HELPFUL PERSON #1**

**NEW HELPFUL PERSON #2**

Q260. What (is/was) (NAME)'s occupation?

<hr/> OCCUPATION	<hr/> OCCUPATION
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK

Q261. (Has/did) (NAME), alone or with others, ever (started/start) a business?

GO TO Q245  
FOR PERSON #2  
OR GO TO Q263

GO TO Q245  
FOR PERSON #3  
OR GO TO Q263

Q262. How would you describe your relationship to (NAME)?

(Is/was) (NAME) your spouse or partner; a family member or relative; a business associate or work colleague; a friend or acquaintance; a teacher or counselor, or (do/did) you have some other type of relationship with (NAME)?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
<input type="checkbox"/> 1. SPOUSE/PARTNER  GO TO Q262a	<input type="checkbox"/> 1. SPOUSE/PARTNER  GO TO Q262a
<input type="checkbox"/> 2. FAMILY MEMBER  GO TO Q262b	<input type="checkbox"/> 2. FAMILY MEMBER  GO TO Q262b
<input type="checkbox"/> 3. BUSINESS ASSOCIATE/ WORK COLLEAGUE  GO TO Q262c	<input type="checkbox"/> 3. BUSINESS ASSOCIATE/ WORK COLLEAGUE  GO TO Q262c
<input type="checkbox"/> 4. FRIEND/ACQUAINTANCE  GO TO Q262d	<input type="checkbox"/> 4. FRIEND/ACQUAINTANCE  GO TO Q262d
<input type="checkbox"/> 5. TEACHER/COUNSELOR  GO TO Q262e	<input type="checkbox"/> 5. TEACHER/COUNSELOR  GO TO Q262e
<input type="checkbox"/> 0. OTHER (SPECIFY): <hr/>	<input type="checkbox"/> 0. OTHER (SPECIFY): <hr/>

GO TO Q245 FOR PERSON #2  
OR GO TO Q263

GO TO Q245 FOR PERSON #3  
OR GO TO Q263

NEW HELPFUL PERSON #3

NEW HELPFUL PERSON #4

NEW HELPFUL PERSON #5

OCCUPATION	OCCUPATION	OCCUPATION
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK

GO TO Q245  
FOR PERSON #4  
OR GO TO Q263

GO TO Q245  
FOR PERSON #5  
OR GO TO Q263

GO TO Q263

NEW HELPFUL PERSON #3	NEW HELPFUL PERSON #4	NEW HELPFUL PERSON #5
<input type="checkbox"/> 1. SPOUSE/PARTNER <p style="text-align: center;">GO TO Q262a</p>	<input type="checkbox"/> 1. SPOUSE/PARTNER <p style="text-align: center;">GO TO Q262a</p>	<input type="checkbox"/> 1. SPOUSE/PARTNER <p style="text-align: center;">GO TO Q262a</p>
<input type="checkbox"/> 2. FAMILY MEMBER <p style="text-align: center;">GO TO Q262b</p>	<input type="checkbox"/> 2. FAMILY MEMBER <p style="text-align: center;">GO TO Q262b</p>	<input type="checkbox"/> 2. FAMILY MEMBER <p style="text-align: center;">GO TO Q262b</p>
<input type="checkbox"/> 3. BUSINESS ASSOCIATE/ WORK COLLEAGUE <p style="text-align: center;">GO TO Q262c</p>	<input type="checkbox"/> 3. BUSINESS ASSOCIATE/ WORK COLLEAGUE <p style="text-align: center;">GO TO Q262c</p>	<input type="checkbox"/> 3. BUSINESS ASSOCIATE/ WORK COLLEAGUE <p style="text-align: center;">GO TO Q262c</p>
<input type="checkbox"/> 4. FRIEND/ACQUAINTANCE <p style="text-align: center;">GO TO Q262d</p>	<input type="checkbox"/> 4. FRIEND/ACQUAINTANCE <p style="text-align: center;">GO TO Q262d</p>	<input type="checkbox"/> 4. FRIEND/ACQUAINTANCE <p style="text-align: center;">GO TO Q262d</p>
<input type="checkbox"/> 5. TEACHER/COUNSELOR <p style="text-align: center;">GO TO Q262e</p>	<input type="checkbox"/> 5. TEACHER/COUNSELOR <p style="text-align: center;">GO TO Q262e</p>	<input type="checkbox"/> 5. TEACHER/COUNSELOR <p style="text-align: center;">GO TO Q262e</p>
<input type="checkbox"/> 0. OTHER (SPECIFY): <hr style="width: 80%; margin-left: 0;"/>	<input type="checkbox"/> 0. OTHER (SPECIFY): <hr style="width: 80%; margin-left: 0;"/>	<input type="checkbox"/> 0. OTHER (SPECIFY): <hr style="width: 80%; margin-left: 0;"/>

GO TO Q245 FOR PERSON #4  
OR GO TO Q263

GO TO Q245 FOR PERSON #5  
OR GO TO Q263

GO TO Q263

Q262a. (Is/was) (NAME) your spouse, or "a partner sharing a household"?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
1. SPOUSE	1. SPOUSE
2. PARTNER SHARING A HOUSEHOLD	2. PARTNER SHARING A HOUSEHOLD
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO Q245  
FOR PERSON #2  
OR GO TO Q263

GO BACK TO Q245  
FOR PERSON #3  
OR GO TO Q263

Q262b. (Is/was) (NAME) a relative or family member living in the same, or different, households?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
1. SAME HOUSEHOLDS	1. SAME HOUSEHOLDS
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO Q245  
FOR PERSON #2  
OR GO TO Q263

GO BACK TO Q245  
FOR PERSON #3  
OR GO TO Q263

Q262c. (Are/were) you and (NAME) business associates or work colleagues from the same company or work organization or (are/were) you from different work settings?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS
2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO S245  
FOR PERSON #2  
OR GO TO Q263

GO BACK TO Q245  
FOR PERSON #3  
OR GO TO Q263

NEW HELPFUL PERSON #3	NEW HELPFUL PERSON #4	NEW HELPFUL PERSON #5
1. SPOUSE	1. SPOUSE	1. SPOUSE
2. PARTNER SHARING A HOUSEHOLD	2. PARTNER SHARING A HOUSEHOLD	2. PARTNER SHARING A HOUSEHOLD
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO BACK TO Q245  
FOR PERSON #4  
OR GO TO Q263

GO BACK TO Q245  
FOR PERSON #5  
OR GO TO Q263

GO TO Q263

NEW HELPFUL PERSON #3	NEW HELPFUL PERSON #4	NEW HELPFUL PERSON #5
1. SAME HOUSEHOLDS	1. SAME HOUSEHOLDS	1. SAME HOUSEHOLDS
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO BACK TO Q245  
FOR PERSON #4  
OR GO TO Q263

GO BACK TO Q245  
FOR PERSON #5  
OR GO TO Q263

GO TO Q263

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2	NEW HELPFUL PERSON #2
1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS
2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO BACK TO S245  
FOR PERSON #4  
OR GO TO Q263

GO BACK TO Q245  
FOR PERSON #5  
OR GO TO Q263

GO TO Q263

Q262d. How did you and (NAME) first meet? Did you meet through a common friend, or did you meet some other way?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO Q245  
FOR PERSON #2  
OR GO TO Q263

GO BACK TO Q245  
FOR PERSON #3  
OR GO TO Q263

Q262e. (Is/was) (NAME) a teacher or counselor?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
1. TEACHER	1. TEACHER
2. COUNSELOR	2. COUNSELOR
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO Q245  
FOR PERSON #2  
OR GO TO Q263

GO BACK TO Q245  
FOR PERSON #3  
OR GO TO Q263



NEW HELPFUL PERSON #3	NEW HELPFUL PERSON #4	NEW HELPFUL PERSON #5
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO BACK TO Q245  
FOR PERSON #4  
OR GO TO Q263

GO BACK TO Q245  
FOR PERSON #5  
OR GO TO Q263

GO TO Q263

NEW HELPFUL PERSON #3	NEW HELPFUL PERSON #4	NEW HELPFUL PERSON #5
1. TEACHER	1. TEACHER	1. TEACHER
2. COUNSELOR	2. COUNSELOR	2. COUNSELOR
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO BACK TO Q245  
FOR PERSON #4  
OR GO TO Q263

GO BACK TO Q245  
FOR PERSON #5  
OR GO TO Q263

GO TO Q263

Q263. How much in total funds, loans, and equity will the new business need before it becomes self-sustaining - that is, before monthly income is greater than all monthly expenses, salaries, supplies or parts, inventory, interest, taxes, and other expenses?

DOLLARS (1-85,000,000): \_\_\_\_\_

88888888. FUNDS  
ALREADY RECEIVED

99999998. DON'T  
KNOW

Q264. How much cash will the new business need to operate for the first thirty days, regardless of the source of the funds?

DOLLARS (1-85,000,000): \_\_\_\_\_

88888888. FUNDS  
ALREADY RECEIVED

99999998. DON'T  
KNOW

Q265. Businesses usually require some money before they receive financial support from the established financial community, such as bank loans or purchases of ownership or equity. How much money do you think the business will need before it can expect any funds from the established financial community?

DOLLARS (1-85,000,000): \_\_\_\_\_

88888888. FUNDS  
ALREADY RECEIVED

99999998. DON'T  
KNOW

Q266. Have you asked your spouse or household partner for funding for this new firm?

1. YES

2. NO

3. NO SPOUSE  
OR PARTNER

5. SPOUSE OR PARTNER  
IS PART OF  
START-UP TEAM

8. DON'T KNOW

GO TO  
Q269

GO TO Q269

GO TO Q269

GO TO Q269

Q266a. Was the answer yes or no (when you asked your spouse or household partner for funding for this new firm), or is the request still pending?

1. YES,  
WILL FUND

2. NO, WILL  
NOT FUND

3. REQUEST  
PENDING

8. DON'T  
KNOW

GO TO Q269

GO TO Q269

Q268. How much funding do you expect, in total, from your spouse or household partner?

DOLLARS (1-85,000,000): \_\_\_\_\_

99999998. DON'T KNOW

Q269. Have any of the spouses or household partners of other team members been asked to provide funding for this new firm?

1. YES	2. NO	3. NO SPOUSE OR PARTNER	5. SPOUSE OR PARTNERS ARE ALL PART OF START-UP TEAM	8. DON'T KNOW
	GO TO Q271	GO TO Q271	GO TO Q271	GO TO Q271

Q269a. Was the answer yes or no (when the spouses or partners of other team members were asked for funding for this new firm), or is the request still pending?

1. YES, WILL FUND	2. NO, WILL NOT FUND	3. REQUEST PENDING	8. DON'T KNOW
	GO TO Q271		GO TO Q271

Q270. How much funding do you expect, in total, from the spouses or partners of the other team members?

DOLLARS (1-85,000,000): _____	99999998. DON'T KNOW
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Q271. Have you asked your friends and family for funding for this new firm?

1. YES	2. NO	8. DON'T KNOW
	GO TO Q273	GO TO Q273

Q271a. Was the answer yes or no (when you asked your friends and family for funding for this new firm), or is the request still pending?

1. YES, WILL FUND	2. NO, WILL NOT FUND	3. REQUEST PENDING	8. DON'T KNOW
	GO TO Q273		GO TO Q273

Q272. How much funding do you expect, in total, from your family and friends?

DOLLARS (1-85,000,000): _____	99999998. DON'T KNOW
-------------------------------	----------------------

Q273. Have the family and friends of others on the start-up team been asked to provide funding for this new firm?

1. YES	2. NO	8. DON'T KNOW
	GO TO Q275	GO TO Q275

Q273a. Was the answer yes or no (when families and friends of other team members were asked for funding for this new firm), or is the request still pending?

1. YES, WILL FUND	2. NO, WILL NOT FUND	3. REQUEST PENDING	8. DON'T KNOW
	GO TO Q275		GO TO Q275

Q274. How much funding do you expect, in total, from the family and friends of others on the start-up team?

DOLLARS (1-85,000,000): _____	99999998. DON'T KNOW
-------------------------------	----------------------

Q275. Have you asked your current employer to provide funding for this new firm?

1. YES	2. NO	3. NO CURRENT EMPLOYER	4. CURRENT EMPLOYER IS PART OF START-UP TEAM	8. DON'T KNOW
	GO TO Q277	GO TO Q277	GO TO Q277	GO TO Q277

Q275a. Was the answer yes or no (when you asked your current employer for funding for this new firm), or is the request still pending?

1. YES, WILL FUND	2. NO, WILL NOT FUND	3. REQUEST PENDING	8. DON'T KNOW
	GO TO Q277		GO TO Q277

Q276. How much funding do you expect, in total, from your current employer?

DOLLARS (1-85,000,000): _____	99999998. DON'T KNOW
-------------------------------	----------------------

Q277. Have you taken a second mortgage on your home to fund this new firm?

1. YES	2. NO	3. NOTHING TO MORTGAGE	8. DON'T KNOW
	GO TO Q278	GO TO Q278	GO TO Q278

Q277a. How much funding do you expect, in total, from a second mortgage?

DOLLARS (1-85,000,000): _____	99999998. DON'T KNOW
-------------------------------	----------------------

Q278. Has a bank been asked for a loan for this new firm, not including credit card loans?

1. YES	2. NO	8. DON'T KNOW
	GO TO Q280	GO TO Q280

Q278a. Was the answer yes or no (when a bank was asked for a loan for this new firm, not including credit card loans), or is the request still pending?

1. YES, WILL FUND	2. NO, WILL NOT FUND	3. REQUEST PENDING	8. DON'T KNOW
	GO TO Q280		GO TO Q280

Q279. How much funding do you expect, in total, from a bank?

DOLLARS (1-85,000,000): _____	99999998. DON'T KNOW
-------------------------------	----------------------

Q280. Has the Small Business Administration been asked for a loan for this new firm?

1. YES	2. NO	8. DON'T KNOW
	GO TO Q282	GO TO Q282

Q280a. Was the answer yes or no (when the Small Business Administration was asked for a loan for this new firm), or is the request still pending?

1. YES, WILL FUND	2. NO, WILL NOT FUND	3. REQUEST PENDING	8. DON'T KNOW
	GO TO Q282		GO TO Q282

Q281. How much funding do you expect, in total, from the Small Business Administration?

DOLLARS (1-85,000,000): _____	99999998. DON'T KNOW
-------------------------------	----------------------

Q282. Have you used credit cards to fund this new business?

1. YES	2. NO	3. NO CREDIT CARDS	8. DON'T KNOW
	GO TO Q283	GO TO Q283	GO TO Q283

Q282a. How much funding do you expect, in total, from credit cards?

(THE TOTAL BORROWED, OR EXPECTED TO BE BORROWED, AGAINST ALL CREDIT CARDS)

DOLLARS (1-85,000,000): _____	99999998. DON'T KNOW
-------------------------------	----------------------

Q283. Venture capitalists are firms or persons specializing in financing new business. Have they been asked for funding for this new firm?

1. YES	2. NO	8. DON'T KNOW
	GO TO Q285	GO TO Q285

Q283a. Was the answer yes or no (when venture capitalists were asked for funding for this new firm), or is the request still pending?

1. YES, WILL FUND	2. NO, WILL NOT FUND	3. REQUEST PENDING	8. DON'T KNOW
	GO TO Q285		GO TO Q285

Q284. How much funding do you expect, in total, from venture capitalists?

DOLLARS (1-85,000,000): _____	99999998. DON'T KNOW
-------------------------------	----------------------

Q285. Has a personal finance company been asked for funding for this new venture?

1. YES	2. NO	8. DON'T KNOW
	GO TO Q287	GO TO Q287

Q285a. Was the answer yes or no (when a personal finance company was asked for funding for this new venture), or is the request still pending?

1. YES, WILL FUND	2. NO, WILL NOT FUND	3. REQUEST PENDING	8. DON'T KNOW
	GO TO Q287		GO TO Q287

Q286. How much funding do you expect, in total, from a personal finance company?

DOLLARS (1-85,000,000): _____	99999998. DON'T KNOW
-------------------------------	----------------------

Q287. Have you asked any other source for funding for this new firm?

1. YES

2. NO

8. DON'T KNOW

GO TO Q289

GO TO Q289

Q287a. What is this other source of funding?

(IF MORE THAN ONE, SELECT LARGEST SOURCE OF FUNDS)

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Q288. Was the answer yes or no (when you asked {Q287a} for funding for this new firm), or is the request still pending?

1. YES, WILL FUND

2. NO, WILL NOT FUND

3. REQUEST PENDING

8. DON'T KNOW

GO TO Q287

GO TO Q287

Q288a. How much funding do you expect, in total, from {287a}?

DOLLARS (1-85,000,000): \_\_\_\_\_

99999998. DON'T KNOW

Q289. How many months do you think it will take before this new firm will be able to pay back ALL the start-up costs, from all sources?

(THIS IS REGARDLESS OF WHETHER THESE FUNDS WERE PROVIDED BY R, THE START-UP TEAM, OR ANY OUTSIDE SOURCES, LIKE BANKS, ETC.)

NUMBER OF MONTHS (01-96): \_\_\_\_\_

97. ALREADY PAID BACK

98. DON'T KNOW

Q290. Would you describe the local economy as getting stronger, stable, or getting weaker?

1. GETTING STRONGER

2. STABLE

3. GETTING WEAKER

8. DON'T KNOW

Q291. Within the first three to four years, what percentage of your customers do you expect to be local -- that is, located within 20 miles?

ENTER ACTUAL PERCENT (1-100): \_\_\_\_\_

998. DON'T KNOW

IF Q291=100% THEN GO TO Q293  
ELSE GO TO Q291a

Q291a. Within the first three to four years ...

... what percentage of your customers do you expect to be regional -- that is, more than 20, but less than 100, miles away?

ENTER ACTUAL PERCENT (1-100): \_\_\_\_\_

998. DON'T KNOW

Q291b. Within the first three to four years...

... what percentage of your customers do you expect to be national -- that is, more than 100 miles away, but within the United States?

ENTER ACTUAL PERCENT (1-100): \_\_\_\_\_

998. DON'T KNOW

Q291c. Within the first three to four years...

... what percentage of your customers do you expect to be international -- that is, outside the United States?

ENTER ACTUAL PERCENT (1-100): \_\_\_\_\_

998. DON'T KNOW

Q292. INTERVIEWER CHECKPOINT:

1. Items = 100% --> GO TO Q293

2. Items DO NOT = 100% --> GO TO Q291-Q291c TO CORRECT



Q293. Do you expect the competition to be low, moderate or strong for this new business?

0. EXPECT NO COMPETITION (VOL)	1. LOW	2. MODERATE	3. STRONG	8. DON'T KNOW
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Q295. The primary market for the new firm is all the potential customers for the most important products or services. What has been the annual growth rate, percent per year, of your primary market?

(NOTE: The scope of the market depends on how the market for the new business is being defined. This may be based on location or geographic area, by total sales for a product or service, or both.)

(AN INFORMED "WILD GUESS" IS OK; IF AN UNINFORMED "WILD GUESS," ENTER 998)

ENTER ACTUAL PERCENT (1-100): _____	998. DON'T KNOW
-------------------------------------	-----------------

Q295a. What percentage of the primary market now goes to the new firm's three largest competitors?

(PRIMARY MARKET = ALL POTENTIAL CUSTOMERS FOR THE MOST IMPORTANT PRODUCTS OR SERVICES OF THE FIRM)

(NOTE: The scope of the market depends on how the market for the new business is being defined. This may be based on location or geographic area, by total sales for a product or service, or both.)

ENTER ACTUAL PERCENT (1-100): _____	998. DON'T KNOW
-------------------------------------	-----------------

Q296. Some businesses have a lot of customers, each making small purchases. Others have a few customers, each making a few large purchases. In a typical year, what percentage of your sales, income, or fees would you expect to get from your three largest customers?

(IF FIRM EXPECTS HUNDREDS OF SMALL CUSTOMERS, ENTER 1 FOR 1%)

ENTER ACTUAL PERCENT (1-100): _____	998. DON'T KNOW
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Q297. Does the new firm have a unique advantage compared to the competitors?

1. YES	2. NO	8. DON'T KNOW
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GO TO Q298

Q297a. Compared to the competitors, what will be the major advantage of this new firm?

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Q298. How many months do you have to put this business in place before any competitive advantage may be lost?

(IF ANSWER GIVEN IN YEARS, MULTIPLY BY 12 TO GET RESULT)

ENTER ACTUAL NUMBER (1-240): _____	998. DON'T KNOW
------------------------------------	-----------------

Q299. Were the products and services to be provided by your new business available in the marketplace 5 years ago?

1. YES	2. NO	3. NOT APPLICABLE	8. DON'T KNOW/NOT SURE
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Q300. Will spending money on research and development be a major priority for this new business?

1. YES	2. NO	3. NOT APPLICABLE	8. DON'T KNOW/NOT SURE
--------	-------	-------------------	------------------------

Q301. Would you consider this new business to be hi-tech?

1. YES	2. NO	3. NOT APPLICABLE	8. DON'T KNOW/NOT SURE
--------	-------	-------------------	------------------------

Q302. Please indicate how important each of the following are for the new firm to be an effective competitor. First, would you say that LOWER PRICES are insignificant, marginal, important, or critical for the new firm to be an effective competitor?

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	----------------------------	---------------

Q302a. Would you say that QUALITY PRODUCTS AND SERVICES are insignificant, marginal, important, or critical for the new firm to be an effective competitor?

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	----------------------------	------------------

Q302b. ... serving those missed by others?

(Would you say that SERVING THOSE MISSED BY OTHERS is insignificant, marginal, important, or critical for the new firm to be an effective competitor?)

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	----------------------------	------------------

Q302c. ... a superior location and customer convenience?

(Would you say that A SUPERIOR LOCATION AND CUSTOMER CONVENIENCE are insignificant, marginal, important, or critical for the new firm to be an effective competitor?)

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	----------------------------	------------------

Q302d. ... more contemporary, attractive products?

(Would you say that MORE CONTEMPORARY, ATTRACTIVE PRODUCTS are insignificant, marginal, important, or critical for the new firm to be an effective competitor?)

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	----------------------------	------------------

Q302e. ... developing new or advanced PRODUCT technology?

(Would you say that developing new or advanced PRODUCT technology is insignificant, marginal, important, or critical for the new firm to be an effective competitor?)

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	----------------------------	------------------

Q302f. ... developing new or advanced PROCESS technology for creating goods and services?

(Would you say that developing new or advanced PROCESS technology is insignificant, marginal, important, or critical for the new firm to be an effective competitor?)

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
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Q302g. ... the technical or scientific expertise of the start-up team?

(Would you say that THE TECHNICAL OR SCIENTIFIC EXPERTISE OF THE START-UP TEAM is insignificant, marginal, important, or critical for the new firm to be an effective competitor?)

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	----------------------------	------------------

Q303. Many programs to help new businesses get established have been developed. Federal, state, and local governments, universities, and voluntary associations sponsor them. Have you made contact with any such program?

1. YES	2. NO	8. DON'T KNOW
	GO TO Q315	GO TO Q315

Q304. In what year did you first make contact?

(with a federal, state, or local government, or university, or voluntary association program to help new businesses get established)

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO Q305

Q304a. And in what month?

(did you first make contact with a federal, state, or local government, or university, or voluntary association program to help new businesses get established)

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

Q305. How many programs have you contacted?

(federal, state, or local government, or university, or voluntary association programs to help new businesses get established)

ENTER NUMBER OF PROGRAMS (0 FOR NONE): \_\_\_\_\_

98. DON'T KNOW

GO TO Q315

Q306. Considering the most recent helping program you contacted, was it sponsored by a government, an educational institution, a business association or voluntary group, or was it put on by a for-profit organization?

1. GOVERNMENT

2. EDUCATIONAL  
INSTITUTION

3. BUSINESS ASSOCIATION  
OR VOLUNTARY GROUP

GO TO Q306b

GO TO Q306c

4. FOR-PROFIT  
ORGANIZATION

0. OTHER (SPECIFY):  
\_\_\_\_\_

8. DON'T KNOW

GO TO Q306d

GO TO Q307

GO TO Q307

Q306a. Was this program sponsored by a federal, state, or local government?

1. FEDERAL

2. STATE

3. LOCAL

0. OTHER (SPECIFY):  
\_\_\_\_\_

8. DON'T KNOW

GO TO Q307

Q306b. Was this program sponsored by a public school, vocational technical center, two-year college, four-year college, or university?

1. PUBLIC SCHOOL	2. VOCATIONAL TECH CENTER	3. TWO-YEAR COLLEGE	4. FOUR-YEAR COLLEGE
5. UNIVERSITY	0. OTHER (SPECIFY): _____		8. DON'T KNOW

**GO TO Q307**

Q306c. Was this program sponsored by a business association, a service group, a professional association like lawyers or accountants, or some other type of voluntary association?

1. BUSINESS ASSOCIATION	2. SERVICE GROUP	3. PROFESSIONAL ASSOCIATION	0. OTHER (SPECIFY): _____	8. DON'T KNOW
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**GO TO Q307**

Q306d. Was the for-profit organization sponsoring this help providing this for free, for a small or token cost, or expecting a full payment for the program?

1. FREE	2. SMALL OR TOKEN COST	3. EXPECTING FULL PAYMENT	0. OTHER (SPECIFY): _____	8. DON'T KNOW
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Q307. What is the NAME of this most recent helping program you contacted?

NAME: \_\_\_\_\_

Q308. What was the city and state of this most recent helping program you contacted?

CITY: \_\_\_\_\_ 998. DON'T KNOW

Q308a. STATE: \_\_\_\_\_ 98. DON'T KNOW

Q309. How many hours did you spend with (ANSWER FROM Q307)?

(ONE WEEK FULL TIME = 40 HOURS  
 ONE MONTH FULL TIME = 173 HOURS  
 ONE YEAR FULL TIME = 2,080 HOURS)

ENTER NUMBER OF HOURS: \_\_\_\_\_

9998. DON'T KNOW

GO TO Q310

Q309a. What, would you say, is the reason you spent (# OF HOURS FROM Q309) hour with (NAME OF PROGRAM FROM Q307)?

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Q310. Briefly, what did (NAME OF PROGRAM FROM Q307) do for you?

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Q311. Assuming a fair market price for this help, how much (did/would have) this service cost?

ENTER DOLLAR AMOUNT (1-1,000): \_\_\_\_\_

9998. DON'T KNOW

Q312. Would you recommend that those starting businesses seek this kind of help sponsored by (ANSWER TO Q306)?

1. YES

2. NO

3. DEPENDS (VOL)

8. DON'T KNOW

GO TO Q314

GO TO Q317

GO TO Q317

Q313. Do you think that those starting a new business would find this kind of help somewhat valuable, very valuable, or extremely valuable?

1. SOMEWHAT  
VALUABLE

2. VERY  
VALUABLE

3. EXTREMELY  
VALUABLE

8. DON'T  
KNOW

GO TO Q317

Q314. Do you think those starting a new business would find this a waste of time, slightly misleading, or dangerously misleading (SEE Q307)?

1. WASTE OF  
TIME

2. SLIGHTLY  
MISLEADING

3. DANGEROUSLY  
MISLEADING

8. DON'T  
KNOW

GO TO Q317

Q315. If you wished, would you know how to make contact with any of these programs in your area to help new businesses get established?

1. YES

2. NO

8. DON'T KNOW

GO TO Q316

GO TO Q316

Q316. How many programs could you contact, if you wanted to spend the time?

ENTER NUMBER OF PROGRAMS (1-500): \_\_\_\_\_

998. DON'T KNOW

Q317. We would like to ask about your expectations regarding the future of this new firm. First, what would you expect the total sales, revenues, or fees to be in the first full year of operation?

(TOTAL SALES, REVENUES, OR FEES IS SAME AS GROSS INCOME)

ENTER ACTUAL DOLLAR AMOUNT (0-99,999,995): \_\_\_\_\_

999999998. DON'T KNOW

Q317a. And what about in the FIFTH year?

(What would you expect the total sales, revenues, or fees to be in the fifth year of operation?)

(TOTAL SALES, REVENUES, OR FEES IS SAME AS GROSS INCOME)

ENTER ACTUAL DOLLAR AMOUNT (0-99,999,995): \_\_\_\_\_

999999998. DON'T KNOW



Q318. By the end of the first full year of operation, about how many full time employees, not counting owners, do you expect to be working for pay at this new business?

(FULL TIME IS 35 OR MORE HOURS PER WEEK)

ENTER NUMBER OF EMPLOYEES (0-9995): \_\_\_\_\_

9998. DON'T KNOW

Q319. By the end of the first full year, about how many part-time employees do you expect to be working for pay at this new firm?

(PART-TIME IS LESS THAN 35 HOURS A WEEK)

ENTER NUMBER OF EMPLOYEES (0-9995): \_\_\_\_\_

9998. DON'T KNOW

Q320. By the end of the FIFTH year of operation, about how many full time employees, not counting owners, do you expect to be working for pay at this new business?

(FULL TIME IS 35 OR MORE HOURS PER WEEK)

ENTER NUMBER OF EMPLOYEES (0-9995): \_\_\_\_\_

9998. DON'T KNOW

Q321. By the end of the FIFTH year of operation, about how many part-time employees do you expect to be working for pay at this new firm?

(PART-TIME IS LESS THAN 35 HOURS A WEEK)

ENTER NUMBER OF EMPLOYEES (0-9995): \_\_\_\_\_

9998. DON'T KNOW

Q322. Which of the following two statements best describes your preference for the future size of this business: 1) I want the business to be as large as possible, or 2) I want a size I can manage myself or with a few key employees?

1. WANT IT TO BE AS  
LARGE AS POSSIBLE

2. WANT A SIZE TO MANAGE BY  
SELF OR WITH KEY EMPLOYEES

8. DON'T KNOW

Q323. What percentage of the firm would you personally expect to own five years after the firm began full operations?

0. NONE

ENTER PERCENT (1-100): \_\_\_\_\_

998. DON'T KNOW

- Q324. On a scale of zero to one hundred, where 0 means completely unlikely and 100 means absolutely certain, what is the likelihood that this business will become the primary source of your family's income?

ENTER NUMBER (0-100): \_\_\_\_\_

998. DON'T KNOW

- Q325. On a scale of zero to one hundred, what is the likelihood that this business will be operating five years from now, regardless of who owns and operates the firm?

(0 MEANS COMPLETELY UNLIKELY AND 100 MEANS ABSOLUTELY CERTAIN)

ENTER NUMBER (0-100): \_\_\_\_\_

998. DON'T KNOW

- Q326. Some people can be characterized as being precise, reliable, efficient, and well-disciplined -- the kind of person that prefers "doing things better." Others can be described as more non-conforming, questioning, and challenging of authority. Such people, comfortable with unstructured situations, prefer "doing things differently."

- Q327. If someone asked you which kind of person you are, would you say that you preferred "doing things better" or "doing things differently?"

1. DOING THINGS BETTER

2. DOING THINGS  
DIFFERENTLY

8. DON'T KNOW

- Q328. How well does your preferred style of problem-solving match the types of problems encountered in starting a new business? Would you say your style is often a good match, sometimes a good match, sometimes a poor match, or often a poor match?

1. OFTEN A  
GOOD MATCH

2. SOMETIMES  
A GOOD MATCH

3. SOMETIMES A  
POOR MATCH

4. OFTEN A  
POOR MATCH

8. DON'T  
KNOW

- Q329. Consider your closest associate helping you start this business. Would you consider this a person who prefers to do things better, or to do things differently?

1. DO THINGS  
BETTER

2. DO THINGS  
DIFFERENTLY

3. NO CLOSEST  
ASSOCIATE (VOL)

8. DON'T KNOW

GO TO Q331

GO TO Q331

Q330. How well does the problem solving style of your closest associate match the types of problems encountered in starting a new business? Would you say this person's style is often a good match, sometimes a good match, sometimes a poor match, or often a poor match?

1. OFTEN A GOOD MATCH	2. SOMETIMES A GOOD MATCH	3. SOMETIMES A POOR MATCH	4. OFTEN A POOR MATCH	8. DON'T KNOW
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Q331. In terms of current work activity, are you involved in any of the following? First, are you working for others for pay?

1. YES	2. NO GO TO Q332	8. DON'T KNOW GO TO Q332
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Q331a. Are you working for others more than 35 hours per week or less than 35 hours per week?

1. MORE THAN 35 HOURS PER WEEK	2. LESS THAN 35 HOURS PER WEEK	8. DON'T KNOW
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Q332. Are you a small business owner or self-employed?

1. YES	2. NO	8. DON'T KNOW
--------	-------	---------------

Q333. Are you managing a business owned by someone else, either as the senior executive or part of the senior management team?

1. YES	2. NO	8. DON'T KNOW
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Q334. Are you a homemaker?

1. YES	2. NO GO TO Q335	8. DON'T KNOW GO TO Q335
--------	---------------------	-----------------------------

Q334b. How many hours per week do you spend on housekeeping and childcare activities? (ONE WEEK FULL TIME = 40 HOURS)

ENTER NUMBER OF HOURS (0-168): _____	998. DON'T KNOW
--------------------------------------	-----------------

Q335. Have you ever retired?

1. YES	2. NO	8. DON'T KNOW
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Q336. Are you a student?

1. YES



2. NO

GO TO Q336b

8. DON'T KNOW

GO TO Q336b

Q336a. Are you a student more than 35 hours per week, or less than 35 hours per week?

1. 35 OR MORE HRS/WK

2. LESS THAN 35 HRS/WK

8. DON'T KNOW

Q336b. DATA CHECKPOINT:

1. IF Q331, Q332, OR Q333 EQUALS 1 --> GO TO Q340

2. OTHERS --> GO TO Q337

Q337. Are you disabled and unable to work?

1. YES

2. NO

8. DON'T KNOW

Q338. Are you unemployed?

1. YES



2. NO

GO TO Q340

8. DON'T KNOW

GO TO Q340

Q339. Are you presently seeking full time work, part-time work, or are you not looking for work?

(FULL TIME IS 35 OR MORE HRS PER WEEK, PART TIME IS LESS THAN 35 HRS PER WEEK)

1. SEEKING FULL  
TIME WORK

2. SEEKING PART  
TIME WORK

3. NOT LOOKING  
FOR WORK

8. DON'T KNOW

Q340. How many total years of full time, paid work experience in any field have you had?

NUMBER OF YEARS: \_\_\_\_\_

98. DON'T KNOW

GO TO Q343

Q341. For how many years, if any, did you have managerial, supervisory, or administrative responsibilities?

NUMBER OF YEARS: \_\_\_\_\_

98. DON'T KNOW

GO TO Q343

Q342. What was the largest number of people you ever supervised?

NUMBER OF PEOPLE: \_\_\_\_\_

98. DON'T KNOW

Q343. What is the highest level of education you have completed so far?

(READ ONLY IF NECESSARY)

0. UP TO EIGHTH  
GRADE

1. SOME HIGH  
SCHOOL

2. HIGH SCHOOL  
DEGREE

3. TECH. OR  
VOC. DEGREE

4. SOME COLLEGE

5. COMM. COLLEGE  
DEGREE

6. COLLEGE  
DEGREE

7. SOME GRADUATE  
TRAINING

8. MBA, MA, MS  
DEGREE

9. LLB, MD, PHD,  
EDD DEGREE

99. REFUSED

Q344. When you last attended school, what was your trade, major, or profession?

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Q345. In what year did you last attend school?

ENTER LAST TWO DIGITS OF YEAR (10-99): \_\_\_\_\_

Q346. Have you worked on a full time basis for an established work organization anytime in the last 5 years?

1. YES

2. NO

8. DON'T KNOW

GO TO Q353

GO TO Q353

Q347. What was the last year you were doing this full time work for an established work organization in the last 5 years?

ENTER LAST TWO DIGITS OF YEAR (93-99): \_\_\_\_\_

Q347a. And in what month did you last work for an established work organization?

MONTH/SEASON: \_\_\_\_\_ 98. DON'T KNOW

Q348. At your full time job, did you make any suggestions - either formal or informal - for improving things to your supervisor, employer or those in charge?

1. YES	2. NO	3. I WAS THE ONE IN CHARGE	8. DON'T KNOW
--------	-------	----------------------------	---------------

GO TO Q352

GO TO Q352

Q349. During this 12 month period, about how many formal and informal suggestions did you make?

ENTER ACTUAL NUMBER (1-100): \_\_\_\_\_ 998. DON'T KNOW

GO TO Q352

Q350. About how many of these suggestions were adopted - in whole or in part?

ENTER ACTUAL NUMBER (1-100): \_\_\_\_\_ 998. DON'T KNOW

Q351. Were you rewarded for any suggestion with a bonus, promotion, recognition, or in some other way?

(CHECK ALL THAT APPLY)

0. NO REWARD	1. BONUS	2. PROMOTION	3. RECOGNITION
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4. OTHER (SPECIFY): _____	5. PUNISHED/ OTHER NEGATIVE	6. FIRED	8. DON'T KNOW
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Q352. When employees at this work organization made suggestions that would improve things, did they usually get rewarded with a bonus, promotion, recognition, or in some other way?

(CHECK ALL THAT APPLY)

0. NO REWARD	1. BONUS	2. PROMOTION	3. RECOGNITION
4. OTHER (SPECIFY): _____	5. PUNISHED/ OTHER NEGATIVE	6. FIRED	8. DON'T KNOW

Q353. What county do you live in?

\_\_\_\_\_ 998. DON'T KNOW

Q353a. How long have you been living in the same county?

1. _____ DAYS	2. _____ WEEKS	3. _____ MONTHS	4. _____ YEARS
5. ALL MY LIFE	8. DON'T KNOW		

**GO TO Q359**

Q354. How long have you been living in the same state?

1. _____ DAYS	2. _____ WEEKS	3. _____ MONTHS	4. _____ YEARS
5. ALL MY LIFE	8. DON'T KNOW		

**GO TO Q359**

Q357. How long have you lived in the United States?

1. _____ DAYS	2. _____ WEEKS	3. _____ MONTHS	4. _____ YEARS
5. ALL MY LIFE	8. DON'T KNOW		

**GO TO Q359**

Q358. Were you born in the United States?

 1. YES

 2. NO

 8. DON'T KNOW

GO TO Q359

Q358b. Are you a citizen of the United States?

 1. YES

 2. NO

 8. DON'T KNOW

Q359. Did you grow up with any brothers and sisters?

 1. YES

 2. NO

 8. DON'T KNOW

GO TO Q360

GO TO Q360

Q359a. How many of your brothers and sisters were born before you were?

(DO NOT INCLUDE A TWIN OR TRIPLET BORN BEFORE R; IF R'S ONLY SIBLINGS ARE A TWIN OR TRIPLETS, ENTER 0)

\_\_\_\_\_ ENTER NUMBER (0-20)

 8. DON'T KNOW

Q360. Was your father born in the United States?

 1. YES

 2. NO

 8. DON'T KNOW

GO TO Q361

GO TO Q361

Q360a. In what country was he (your father) born?

\_\_\_\_\_

Q361. Was your mother born in the United States?

 1. YES

 2. NO

 8. DON'T KNOW

GO TO Q362

GO TO Q362

Q361a. In what country was she (your mother) born?

\_\_\_\_\_

Q362. Did your parents ever work for themselves or run their own businesses, alone or together?

 1. YES

 2. NO

 8. DON'T KNOW

GO TO Q376

GO TO Q376



Q363. Was it only your father's business, only your mother's business, a joint business, two separate careers running businesses, or some other combination of activity?

1. ONLY FATHER'S BUSINESS	2. ONLY MOTHER'S BUSINESS	3. JOINT BUSINESS
GO TO Q368		GO TO Q372
4. EACH PARENT HAS A SEPARATE BUSINESS	5. SOME OTHER COMBINATION OF ACTIVITY	8. DON'T KNOW
		GO TO Q376

Q364. How many different business did your father own or run on his own?

\_\_\_\_\_ ENTER NUMBER (01-20)    98. DON'T KNOW    0. ZERO  
GO TO Q368

Q365. For how many years did your father own or run his own business(es)?

\_\_\_\_\_ NUMBER OF YEARS (01-99)    98. DON'T KNOW

Q366. What was the largest number of paid employees, family and non-family, that ever worked for your father's business(es)?

\_\_\_\_\_ ENTER NUMBER (01-9995)    9998. DON'T KNOW

Q367. Did you ever work for your father's business(es), full or part-time?

1. YES, FULL TIME	2. YES, PART-TIME	3. NO	8. DON'T KNOW
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Q368. How many different businesses did your mother own or run on her own?

\_\_\_\_\_ ENTER NUMBER (01-20)    98. DON'T KNOW    0. ZERO  
GO TO Q372

Q369. For how many years did your mother own or run her own business(es)?

\_\_\_\_\_ NUMBER OF YEARS (01-99)    98. DON'T KNOW

Q370. What was the largest number of paid employees, family and non-family, that ever worked for your mother's business(es)?

\_\_\_\_\_ ENTER NUMBER (01-9995)    9998. DON'T KNOW

Q371. Have you ever worked for your mother's business, full or part-time?

1. YES, FULL TIME

2. YES, PART-TIME

3. NO

8. DON'T KNOW

Q372. How many different businesses did your parents jointly own or run?

\_\_\_\_\_ ENTER NUMBER (01-20)

98. DON'T KNOW

0. ZERO

GO TO Q376

Q373. For how many years did your parents own or run their own business (Q372) jointly?

\_\_\_\_\_ NUMBER OF YEARS (01-99)

98. DON'T KNOW

Q374. What was the largest number of paid employees, family and non-family, that ever worked for any of your parents' jointly-owned or run business(es)?

\_\_\_\_\_ ENTER NUMBER (01-9995)

9998. DON'T KNOW

GO TO Q376

Q375. Did you ever work for your parents' jointly-owned or run business (from Q372), full or part-time?

1. YES, FULL TIME

2. YES, PART-TIME

3. NO

8. DON'T KNOW

Q376. Among other relatives or kin, apart from your parents, did most, some, a few, or none own their own business?

1. MOST

2. SOME

3. A FEW

4. NONE

8. DON'T KNOW

Q377. Among close friends and neighbors, did most, some, a few or none own their own business?

1. MOST

2. SOME

3. A FEW

4. NONE

8. DON'T KNOW

Q378. From observing family, kin, and close friends with their own businesses, what is your overall impression of running a business as a career - would you say very positive, positive, neutral, negative, or very negative?

1. VERY POSITIVE

2. POSITIVE

3. NEUTRAL

4. NEGATIVE

5. VERY NEGATIVE

8. DON'T KNOW

Q379. Have your family, relatives, or other close friends been encouraging you to, or discouraging you from, starting a business of your own?

1. ENCOURAGING

2. DISCOURAGING

3. BOTH/MIXED

GO TO Q379c

4. DO NOT CARE

8. DON'T KNOW

GO TO Q380

GO TO Q380

Q379a. How would you describe the encouragement you received from your family, relatives or other close friends, would you consider it very weak, weak, neither weak nor strong, strong, or very strong?

1. VERY WEAK

2. WEAK

3. NEITHER WEAK/STRONG

4. STRONG

5. VERY STRONG

8. DON'T KNOW

Q379c. How would you describe the DISCOURAGEMENT you have received from family, relatives or other close friends. Would you say it is very weak, weak, neither weak nor strong, strong, or very strong?

1. VERY WEAK

2. WEAK

3. NEITHER WEAK/STRONG

4. STRONG

5. VERY STRONG

8. DON'T KNOW

Q380. Now I have some questions about the people you live with. How many people live in your household, including yourself, all children, and all adults?

(IF ONLY ONE PERSON, GO TO Q384b)

\_\_\_\_\_ ENTER NUMBER (01-20)

98. DON'T KNOW

Q381. How many of these are less than 6 years old?

\_\_\_\_\_ ENTER NUMBER (0-20)

98. DON'T KNOW

Q382. How many of the people in your household are 6 to 12 years old?

\_\_\_\_\_ ENTER NUMBER (0-20)

98. DON'T KNOW

Q383. How many of the people in your household are 13 to seventeen years old?

\_\_\_\_\_ ENTER NUMBER (0-20)

98. DON'T KNOW

Q384. How many of the people in your household, including yourself, are 18 and older?

\_\_\_\_\_ ENTER NUMBER (01-20) 98. DON'T KNOW

Q384a. How many of those 18 and older, including yourself, earned any money in the last year from salaries and wages?

\_\_\_\_\_ ENTER NUMBER (1-20) 98. DON'T KNOW 0. ZERO

**GO TO Q385**

Q384b. Did you earn any money in the last year from salaries and wages?

1. YES
2. NO
8. DON'T KNOW

Q385. How would you describe your current marital status or living arrangement -- never married, living with a partner but not married, married, separated, divorced, widowed, or something else?

1. NEVER MARRIED	2. LIVING WITH A PARTNER BUT NOT MARRIED	3. MARRIED	4. SEPARATED
5. DIVORCED	6. WIDOWED	0. OTHER (SPECIFY): _____	9. REFUSED

Q386. What was your total household income from all sources and before taxes last year? Be sure to include income from work, government benefits, pensions, and all other sources.

ENTER ACTUAL DOLLAR AMOUNT (0-99,999,995):

\$ \_\_\_\_\_ 99999998. DON'T KNOW

**GO TO Q387**



Q386a. Then, would you tell me, is your household's total annual income, before taxes, over \$50,000 per year?

1. YES, OVER \$50,000	2. NO, UNDER \$50,000	8. DON'T KNOW
<b>GO TO Q386g</b>	<b>GO TO Q386b</b>	<b>GO TO Q387</b>

Q386b. Then, would you tell me, is your household's total annual income, before taxes, over \$30,000 per year?

1. YES, OVER \$30,000

GO TO Q386f

2. NO, UNDER \$30,000



8. DON'T KNOW

GO TO Q387

Q386c. Then, would you tell me, is your household's total annual income, before taxes, over \$10,000 per year?

1. YES, OVER \$10,000

GO TO Q386e

2. NO, UNDER \$10,000



8. DON'T KNOW

GO TO Q387

Q386d. Then, would you tell me, is your household's total annual income, before taxes, over \$5,000 per year?

1. YES, OVER \$5,000

GO TO Q387

2. NO, UNDER \$5,000

GO TO Q387

8. DON'T KNOW

GO TO Q387

Q386e. Then, would you tell me, is your household's total annual income, before taxes, over \$20,000 per year?

1. YES, OVER \$20,000



2. NO, UNDER \$20,000

GO TO Q387

8. DON'T KNOW

GO TO Q387

Q386f. Then, would you tell me, is your household's total annual income, before taxes, over \$40,000 per year?

1. YES, OVER \$40,000

GO TO Q387

2. NO, UNDER \$40,000

GO TO Q387

8. DON'T KNOW

GO TO Q387

Q386g. Then, would you tell me, is your household's total annual income, before taxes, over \$80,000 per year?

1. YES, OVER \$80,000

GO TO Q386i

2. NO, UNDER \$80,000



8. DON'T KNOW

GO TO Q387

Q386h. Then, would you tell me, is your household's total annual income, before taxes, over \$60,000 per year?

1. YES, OVER \$60,000

GO TO Q387

2. NO, UNDER \$60,000

GO TO Q387

8. DON'T KNOW

GO TO Q387

Q386i. Then, would you tell me, is your household's total annual income, before taxes, over \$100,000 per year?

1. YES, OVER \$100,000



2. NO, UNDER \$100,000

GO TO Q387

8. DON'T KNOW

GO TO Q387

Q386j. Then, would you tell me, is your household's total annual income, before taxes, over \$200,000 per year?

1. YES, OVER \$200,000

GO TO Q386m

2. NO, UNDER \$200,000



8. DON'T KNOW

GO TO Q387

Q386k. Then, would you tell me, is your household's total annual income, before taxes, over \$150,000 per year?

1. YES, OVER \$150,000

GO TO Q387

2. NO, UNDER \$150,000

GO TO Q387

8. DON'T KNOW

GO TO Q387

Q386m. Then, would you tell me, is your household's total annual income, before taxes, over \$500,000 per year?

1. YES, OVER \$500,000

2. NO, UNDER \$500,000

8. DON'T KNOW

Q387. Do you or anyone in your household own the house you live in?

1. YES



2. NO

GO TO Q388

8. DON'T KNOW

GO TO Q388

Q387a. What would be the current value of this home if it were sold today?

ENTER ACTUAL DOLLAR AMOUNT (0-99,999,995):  
\$ \_\_\_\_\_

99999998. DON'T KNOW

GO TO Q388

Q387b. If there are mortgages or land contracts on this home, land, apartment, or property, how much is still owed after the most recent payments were made? (DO NOT INCLUDE HOME EQUITY LOANS OR LINES OF CREDIT.)

ENTER ACTUAL DOLLAR AMOUNT (0-99,999,995):  
\$ \_\_\_\_\_

99999998. DON'T KNOW

Q388. It would also be useful to know the total value of any tangible assets owned by the household, other than the primary residence. Please include all those things owned by either the husband, wife, or household partner, or jointly.

What would be the total current value of any other real estate, cars, or other vehicles, such as boats or recreational vehicles, home furnishings, jewelry, and the like? Do not include savings and investments.

ENTER ACTUAL DOLLAR AMOUNT (0-99,999,995):  
\$ \_\_\_\_\_

99999998. DON'T KNOW

Q389. An estimate of all of the household's savings and investments would also be useful. What would be the current value of stocks, bonds, mutual funds, saving accounts, checking accounts, retirement accounts, non-incorporated business assets, and the like? (INCLUDE ALL THOSE OWNED EITHER BY THE HUSBAND OR WIFE, OR JOINTLY)

ENTER DOLLAR AMOUNT  
(0-99,999,995)

99999998. DON'T KNOW

Q390. Next, it would be useful to have an estimate of all the other debts or land contracts for the household, not including the first mortgage on the primary residence. What is the current value of all loans outstanding, such as mortgages on other property, home equity loans, automobile loans, credit card loans, education loans, and the like? Again, please include all debts for which either the husband or the wife are responsible.

ENTER DOLLAR AMOUNT  
(0-99,999,995)

99999998. DON'T KNOW

Q391. What do you think is the current net worth of the household? This is the total value of what you have -- physical property and all investments and checking accounts -- minus what you owe -- all mortgages, home equity loans, car loans, and the like -- all those things owned or money owed separately, or jointly, by the husband and wife.

ENTER ACTUAL DOLLAR AMOUNT (0-99,999,995):  
\$ \_\_\_\_\_

99999998. DON'T KNOW

GO TO Q392



Q391a. Would you consider the total household net worth to be more than \$1,000,000? Again, include any assets or debts shared with a spouse or household partner.

1. YES, MORE THAN  
\$1,000,000

GO TO Q391f

2. NO, LESS THAN  
\$1,000,000

GO TO 391b

8. DON'T KNOW

GO TO Q392

Q391b. Is your total household net worth over \$500,000?

1. YES, OVER \$500,000

2. NO, UNDER \$500,000

8. DON'T KNOW



GO TO Q391d

GO TO Q392

Q391c. Is your total household net worth over \$750,000?

1. YES, OVER \$750,000

2. NO, UNDER \$750,000

8. DON'T KNOW

GO TO Q392

GO TO Q392

GO TO Q392

Q391d. Is your total household net worth over \$250,000?

1. YES, OVER \$250,000

2. NO, UNDER \$250,000

8. DON'T KNOW

GO TO Q392



GO TO Q392

Q391e. Is your total household net worth over \$100,000?

1. YES, OVER \$100,000

2. NO, UNDER \$100,000

8. DON'T KNOW

GO TO Q392

GO TO Q392

GO TO Q392

Q3914f. Is your total household net worth over \$5,000,000?

1. YES, OVER \$5,000,000

2. NO, UNDER \$5,000,000

8. DON'T KNOW

GO TO Q392



GO TO Q392

Q391g. Is your total household net worth over \$2,500,000?

1. YES, OVER \$5,000,000

2. NO, UNDER \$5,000,000

8. DON'T KNOW

Q392.

We appreciate your help very much. We would like to know if the interview has affected your interest in starting a business. Now that you have completed the interview, are you more, or less, interested in starting a business?

1. MORE  
INTERESTED

2. LESS  
INTERESTED

3. (VOLUNTEERED):  
NEITHER/NO  
EFFECT

8. DON'T KNOW



Q393. We have finished most of the detailed topics. Do you have any questions or comments about the interview so far?

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Q394. Your answers have been very useful in helping us understand how new businesses are started.

As we mentioned before, all your answers are confidential. We will be sending you a summary of the results and, as a token of our appreciation, we will be sending you a check for \$25. To do this, I'd like to verify your name and mailing address.

1. R WANTS TO RECEIVE  
SUMMARY AND \$25

2. R DOES NOT WANTS TO  
RECEIVE SUMMARY AND \$25

GO TO Q396

Q395. May I have your name and address?

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Q396. We also have some additional questions that would be very useful for our research. It is in the form of a short questionnaire you can complete on your own. We would be pleased to send you an additional check for \$25 when we receive your completed Questionnaire. May we mail you a copy in the next couple of days?

1. YES, SEND IT ALONG

GO TO Q396b

2. NO

GO TO Q397

8. DON'T KNOW

GO TO Q397

Q396a. If you are not sure, perhaps we can send you a copy and you can make a decision after you see it?

1. YES, SEND IT ALONG

GO TO Q396b

2. NO, DON'T SEND IT ALONG

GO TO Q397

Q396b. DATA CHECKPOINT

1. IF ANSWERED Q395 --> GO TO Q397

2. OTHERS --> GO TO Q395 TO OBTAIN CONTACT INFORMATION

Q397. We may wish to contact you in about a year or so to find out your new business is doing, and sometimes we have trouble reaching people when that amount of time has passed. Could you please give us the name and phone number of a friend or relative who could help us locate you? We would only call them if, for some reason, your current address or phone number is no longer valid.

1. YES

2. NO, R WILL NOT  
GIVE CONTACT PERSON

3. R DOES NOT WANT  
TO BE CONTACTED  
IN A YEAR

9. REFUSED

GO TO Q398c

GO TO END

GO TO END

Q398. What is the name of a friend or relative who would know how to contact you?

ENTER FIRST AND LAST NAME:

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Q398a. And what is this person's phone number, including area code?

ENTER AREA CODE AND PHONE NUMBER:

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Q398b. In what city and state does this person live?

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Q399. May I please have the website address or phone number for your new business?

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